THE LITERARY DIGEST

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TOPICS - OF - THE - DAY

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Photograph by Hine.

LEAVING THE MINE.

CAUSES BEHIND THE COAL STRIKE

AS SPRING COMES SLOWLY UP THE WAY, over half a million men, accustomed to spend their days mining coal far underground, are out in the sunshine in their little gardens with their children digging up the soil and planting vegetables, while seedsmen in coal towns report a record business. Coal operators, as their mines are not working, have gone to join their families and play golf at Pinehurst or Hot Springs. Government officials blandly tell us that there is nothing in the coal strike situation to call for Federal intervention, the Secretary of the Treasury perceiving no harm to business in the first weeks. But, perhaps, the great consuming public must be alarmed, anxious, frantic, in the face of the greatest strike in history, with all the anthracite and most of the soft-coal mines shut down, with 600,000 striking miners added to the ranks of the unemployed. Quite the contrary, for, to judge from editorial comment, the public views the coal strike calmly. As one writer puts it, "the public sits as a bored spectator until its bins are empty or its pockets."

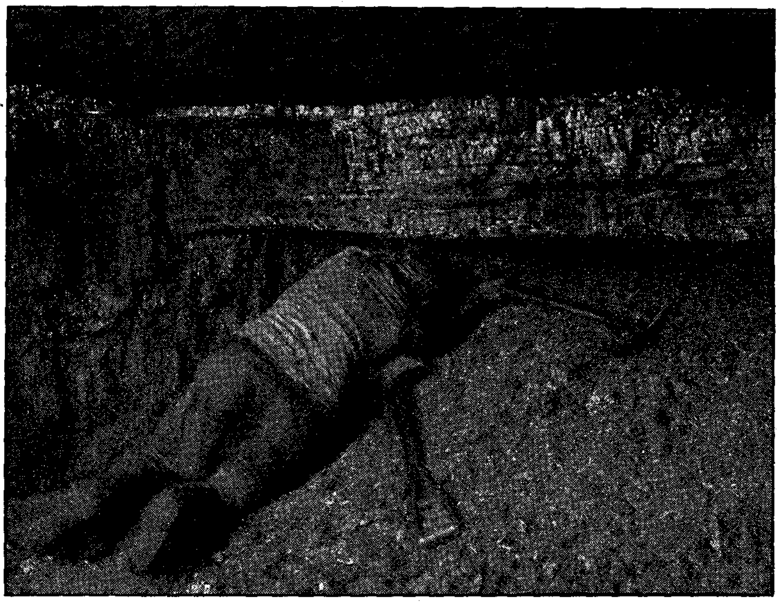
But let the strike last long enough, say a number of editors who remember previous strikes, and this now indifferent public will rise in its wrath and demand coal, caring not whether the end of the strike means Government intervention, the smashing of the unions, or even the nationalization of the mines. The present then, they say, is the time to find out exactly what is wrong with the coal business that causes these recurrent strikes and startling price fluctuations. A Congressional committee is conducting hearings to this very end. Weekly and daily newspapers are gathering facts from authoritative sources in an attempt to explain the workings of this mysterious coal industry.

Before presenting some of their conclusions it may be well to note the positions taken by miners and operators as the contest in the coal-fields opens. It should be remembered that the strike which began on April 1 is a double-header. Anthracite and soft-coal miners are striking together for strategic reasons, but with different ends in view and under different circumstances. The hard-coal miners call for a 20 per cent. wage increase and their representatives are now in conference with the anthracite operators. The soft-coal miners call for the retention of their present wages in the face of the operators' demands for reduction; but the bituminous operators have been unwilling to meet the representatives of the workers in a joint conference to decide on a basic wage-scale. When the strike was called on April 1, some 560,000 union miners, more than 400,000 of them in the soft-coal fields, and an undetermined number of non-union men, responded. The strike in the unionized fields, says President John L. Lewis of the United Mine Workers, is 100 per cent. effective. Speaking for the soft-coal men he said on the second day of the strike: "The miners are looking to the carrying out of their contracts. The miners want to retain collective bargaining in the manner in which it has been in vogue in the coal-mining industry for thirty years." In reply to anthracite operators' demands for "wage deflation," Mr. Lewis says: "In the case of anthracite mine-workers, wages were never 'inflated'; they were never even raised to a fair and reasonable level, and are even now below such a level."

An outspoken advocate of the miners' cause, *Labor* (Washington, D. C.), wants its readers "to get certain essential facts straight":

"(1) The bituminous coal-mine owners have refused to meet the representatives of the workers, altho they signed an agreement to do so.

"(2) The miners are fighting for a living wage. Congressman Bland of Indiana inserted in *The Congressional Record* a statement showing the average earnings of miners in the principal coal-fields. In the Pittsburgh field these workers received an average of $762 in 1921. In Ohio, $550, and in West Virginia, $500. How can men rear families on such beggarly incomes?



Photograph by Hine.

"CUTTING A KERF" IN A FOUR-FOOT SEAM.

The kind of work from which the miners are now taking a vacation.

"(3) This appalling situation is not due to the impoverished condition of the industry. While coal miners were probably never more miserable, the records show that coal-mine owners were never more prosperous.

"(4) The miners in demanding a five-day week and a six-hour day are insisting that they be permitted to do more work, not less. Miners are paid by the ton. They can not earn enough to support their families unless they are permitted to work at least thirty hours in the week.

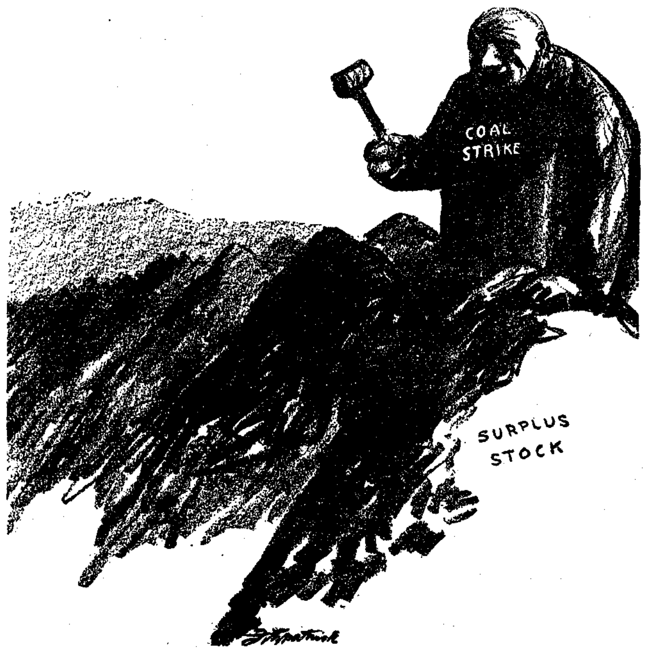
"(5) The coal miners are fighting the public's battle as well as their own. The operators want to restrict production and increase prices. The miners want to decrease prices by increasing production.

"(6) The coal mine owners are preparing to use the strike as an excuse for further profiteering."

All that the miner asks, writes Benjamin Stolberg in *The Nation*, is that "his poverty may be so regulated as to lift from his home the curse of debts and rags and hunger from which his family is now periodically suffering." The coal miner, declares Ellis O. Searles, editor of *The United Mine Workers' Journal* (Indianapolis), "can not maintain his family on anything like a decent American standard of living on his present meager income."

But these demands are "economically ludicrous," in the opinion of one coal operator. In a *Survey* article, Mr. C. E. Lasher, editor of *Coal Age* (New York), asserts that the miners have been getting a living wage, that their wages, raised to meet the high cost of living, have not been decreased now that living costs and prices generally have come down. The country, says Mr. Lasher, wants cheaper coal. The question has been asked, "why not have the producer cut the price out of profit and thus satisfy the public without asking the miner to dig it for less?" This, he answers, is impossible. The bituminous operators, he says, made 9.72 per cent. profit in 1918; between 8 and 9 per cent. in 1919; data for 1920 are not available. In 1921 the net production cost of half the soft coal sold was $2.94 and the average price received by the producer was $3.04 per ton. "What a magnificent sum, the remnants of a dime, to divide with the public!" Owing to the competition of non-union mines, we are told by this authority, the average price received declined to $2.56 in December, when the average loss per ton was 35 cents. "Save only those protected by high freight rates or bulwarked by contracts at comparatively high prices, the union mines have not operated for more than a year save at a loss." Mr. Lasher quotes 1919 census figures, which bring the average net profit to the operator on anthracite down to 4 or 5 per cent. He again uses census figures to indicate an average yearly earning for anthracite miners of more than $1,600. Mr. Lasher says that last December 75 per cent. of the soft-coal miners in Illinois were earning $50 or more every two weeks. Many miners in this district, he says, were making average earnings at the rate of $165 a month last year.

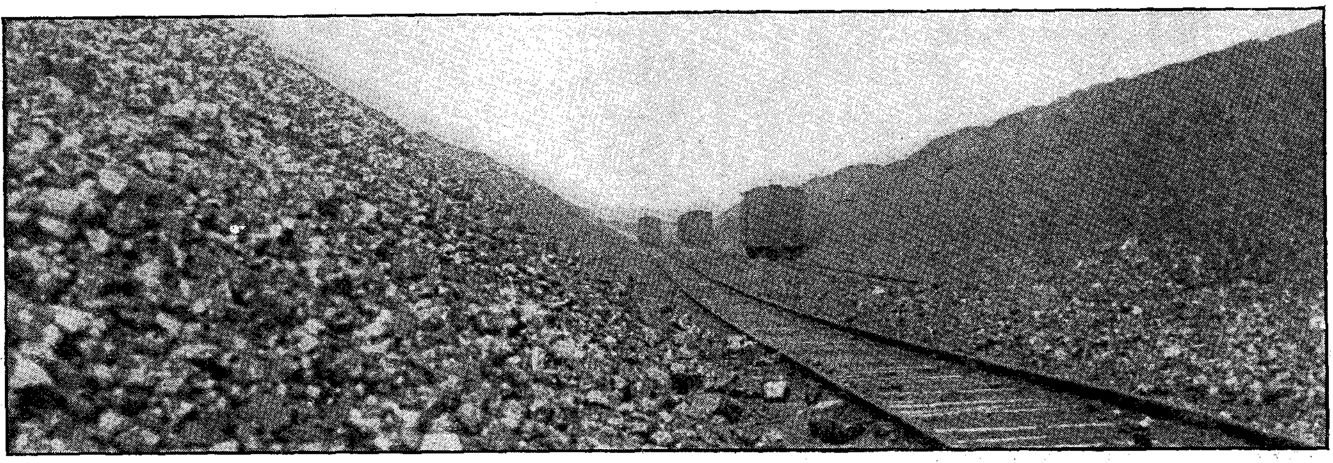
An important coal organ, *The Coal Trade Bulletin* (Pittsburgh), declares that the operators are not opposed to collective bargaining, that they are perfectly willing to take part in district conferences and, apparently referring to the unsuccessful efforts of the Secretary of Labor to bring about a conference before the strike, remarks that the Pittsburgh and Ohio operators "refuse to enter a Central Competitive wage conference and have told governmental meddlers so in unmistakable terms." *The Coal Trade Journal* (New York) asks: "Is the mine workers' pay envelop any more sacred than the butcher's, the baker's or that of plain John Smith? Shall railroad rates and coal prices stay up when everything else has been coming down?" That, we are told, is what the strike is about, "that and nothing else." *The Black Diamond* (Chicago), seems to welcome the strike "because it is going to bring many miners to their senses." None of these coal-trade papers, by the way, see the slightest chance of the miners winning the strike.



"BID 'EM UP, GENTLEMEN!"

—Fitzpatrick in the St. Louis *Post-Dispatch*.

Except that the men in the two branches of the industry belong to the same organization and are quitting as one, the situation in the hard-coal districts bears little resemblance to that in the bituminous fields. In the latter it is a serious strike. Both the unions and the industry are in a critical position, and have much



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ONE REASON WHY THE PUBLIC VIEWS THE COAL STRIKE CALMLY.

Part of the reserve coal supply of a Chicago lighting company.

at stake. In the anthracite field, however, Mr. John J. Leary, Jr., asserts in the New York *World*, both operators and miners have prospered, and the present lay-off is hardly more than a suspension of work while the representatives of the two sides prepare a new wage agreement without bitterness or ill-will.

The complex and distressing situation in the bituminous fields is summed up for *The Survey* in a special number on coal, by two members of the United States Geological Survey. The fundamental trouble, write Messrs. F. G. Tryon and W. F. McKenney, is the soft-coal miner's broken year. During the last thirty years the bituminous mines of this country have lost three working days out of ten. In the Central Competitive Field men now receive about seven dollars a day, and those paid by the ton can earn more. For 1919, however, the average earnings were about $1,200. In 1920 there was a rise in wages, and in Ohio the average wage was $1,500; 1921 earnings are difficult to estimate. The potential working year is 308 days. Out of this 308, the men in the soft-coal mines were out of work 105 days in 1915; 75 in 1916; 65 in 1917; 59 in 1918; 113 in 1919; 86 in 1920; and 139 in 1921. The miner suffers not only from low pay, but because "irregular employment tends to beget irregular habits."

Nor is the miner the only one to suffer from the "intermittency of operation." "To the operator it means increased cost, lower profits, difficulty in maintaining and keeping an adequate labor force, mechanical troubles in the mine, waste of resource." And the consumer has to pay for it all. "He must pay the labor and capital in the industry for the 93 days of idleness as well as for the 215 days of work." The chief cause of intermittency is that our mines are developed to an annual capacity of 750,000,000 tons, "when the most that has ever been burned or exported in a year is 550,000,000." Car shortage, labor troubles and the seasonal nature of the demand for coal all play a part, but by far the most important is the rôle of "sheer over-development," which is credited with being responsible for 78 out of 93 idle days annually. This over-development, we are told, is not the fault of the operators—

> "Without concerted action of a kind forbidden by the anti-trust laws, they can not control the economic forces which surround them. The over-development is the result of free competition playing on a resource so widely distributed as to be almost a free gift of nature.
>
> "Whereas the concentration of the anthracite reserves in an area of 480 square miles in Eastern Pennsylvania naturally fostered combination and led to an economic organization which more than once has been challenged by the courts, the reserves of soft coal are spread over an area a thousand times as large. Nearly a sixth of the surface of the United States is underlain by soft coal or lignite. The beds are thick and readily accessible. der these circumstances it has been so easy to open new mines that an effective combination to control production has yet to be created. The soft-coal market behaves as nearly like a free market as almost any the United States can show."

Thus do two geologists sum up the basic difficulty in the coal industry. An editorial writer in the Philadelphia *Public Ledger* somewhat more breezily attacks the wastes of distribution and marketing, saying:

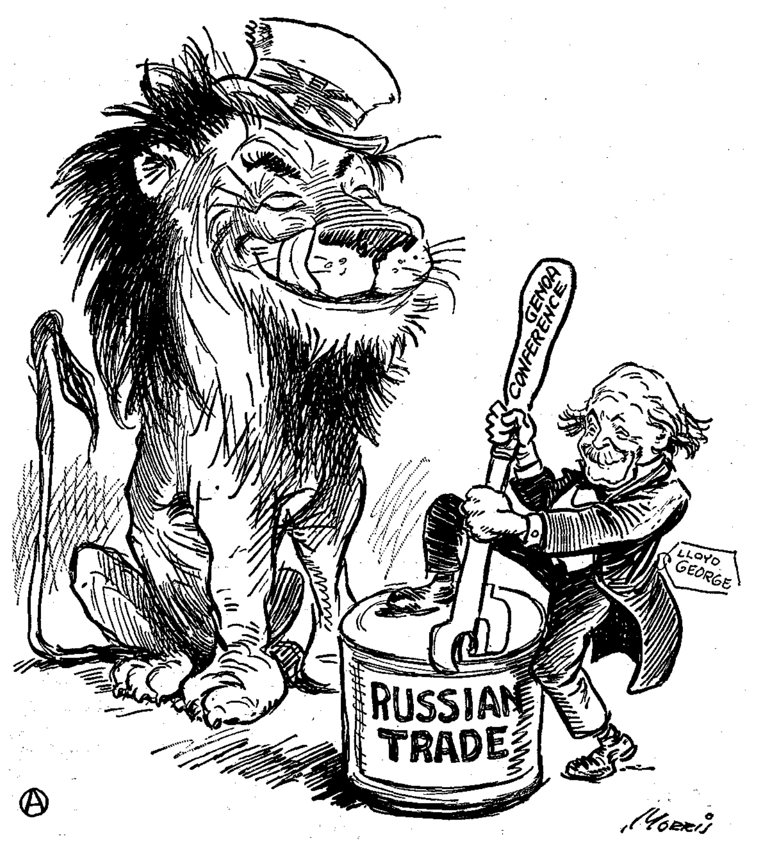
> "Coal is not marketed in this country. It is left to find its way somehow, anyhow, from pithead to coal-bin. It is hawked and peddled, but it is not marketed. The retail and even the wholesale coal business is a dangerous jumble, merely unorganized and out on its own.
>
> "Distribution is overlapped, scattered, puttering about, stepping on its own feet. This applies equally to bituminous and anthracite retailing.
>
> "Mine costs are high and freight costs are strangling, but the climax always is capped by the marketing wastes and costs that are saddled on coal after it reaches the point of consumption. There is a classic case of the car of egg coal, mined in Pennsylvania in December, 1820, and delivered in a New England town in January, 1821. Mine labor per ton cost $3.38; cost at the mine was $6.92; freight, including tax, was $6.44; and on this particular car there was no dealer profit. The miner who pulled down the coal, dragged it out and lifted it to the top got $3.38; and local labor and delivery cost came to $1.81. The teamster who hauled the coal 300 yards got more than the man who tore it out of the seam. The long rail haul cost one cent per ton mile and the short local haul cost $4 per ton mile.
>
> "Small wonder that car of coal cost $15.17 per ton delivered, even tho it paid neither wholesale nor retail profit! Add these to the marketing costs, plus mine and transportation costs, and you have a matter that is of vital concern to a nation that must shiver through the winters of the North Temperate Zone, and a situation that may some day be of vital import to that nation's government."

It has been noted before that one reason consumers are not panicky over the coal strike is because of the large supplies on hand. Newspaper summaries of official Geological Survey figures state that there is at present a supply of 64,000,000 tons of soft coal, which at an average rate of consumption ought to last some eight weeks. This, of course, might be increased by a production of perhaps as much as 6,000,000 tons weekly from the non-union mines. There is said to be in storage some 4,000,000 tons of anthracite available for domestic use, which should last twelve weeks, and something more than an eleven weeks' supply of steam sizes of anthracite available for industry. As Mr. Rodney Bean remarks in *The Annalist:*

> "On the whole, the country is in about as sound a condition to face a coal strike as it was possible to get it. It is probable that the prediction that no great distress will be caused if a settlement is reached within sixty days will come true."

RUSSIA APPROACHING RECOGNITION

A FRANTIC NOTICE, printed in characters that "increased in size until the last word leaped from the cardboard like a shriek," adorned the door of Tchitcherin's private office in Moscow for weeks before the Russian delegation started for Genoa. It read: "It is forbidden to everybody, whosoever he may be, to speak with the people's commissar on the subject of Genoa." That Russia's Minister of Foreign Affairs found it necessary to resort to this device to protect himself from a too popular topic of conversation, remarks a correspondent of the Manchester *Guardian,* is evidence of the intense interest felt by the Russian people, after their long period of moral and diplomatic isolation, in the Genoa Conference for the economic rehabilitation of Europe.



THE CAN OPENER.

—Morris for the George Matthew Adams Service.

Nor is the interest all on Russia's side. Many weeks ago the British Prime Minister stated that if Russia could give satisfactory "guaranties and safeguards" at Genoa "then recognition may follow, perhaps immediately." And in his speech before the British House of Commons on April 3, when he again challenged his political enemies and again won an overwhelming vote of confidence, Lloyd George announced that the main plank of Britain's Genoa program would be qualified recognition of the Soviet Government. Under his plan the Bolsheviki are called upon to respect private property, acknowledge their debts, refrain from attacking neighboring states and discontinue subversive propaganda abroad. Emphasizing the importance to the world of "peace in Russia and peace with Russia," he explained that not only could Russia not get the capital necessary for her reconstruction without securing confidence and internal as well as external peace, but that Germany could not fully pay her reparations until Russia was restored. He pointed to indications of "a complete change of attitude" on Russia's part, and said that the famine had been "a great eye-opener to Russia regarding the dependability of her neighbors and the futility of the scheme of things which the Soviet Government has propounded as the method of solving the problems of life." Moreover, he urged, "Europe needs what Russia can supply." To quote further:

> "Now what are the conditions laid down at Cannes? I am not yet going through them in substance. They mean that Russia must recognize all conditions imposed and accepted by civilized communities as the test of fitness for entering into the comity of nations. She must recognize her national obligations. The country which repudiates her obligations because she changes her Government is a country we can not deal with, certainly in these days when Governments change so often.
>
> "Russia can not pay immediately. Nobody expects that she can. M. Poincaré said the other day that he acknowledged France's debt to America, but if she were called upon immediately to pay she could not do so owing to her position. That is equally true of Russia. But she must shoulder the responsibility as France and Britain have done and acknowledge it. . . .
>
> "Impartial tribunals must be established, with free access to them by the nationals of all countries, and these tribunals must not be creatures of the executive. There must be complete cessation of attacks upon the institutions of other countries. There must be an undertaking that there will be no aggressive action against the frontiers of their neighbors. The compact which is embodied in the League of Nations will have to be extended in principle to Russia so that Russia shall undertake not to attack her neighbors, and her neighbors must undertake a corresponding obligation not to attack her frontiers. The only difference would be that I do not think we could undertake the responsibility we have under Clause 10 of the League of Nations of defending her frontiers if they are attacked."

As evidence of a changed attitude on the part of the Soviet Government, he cited new decrees in Russia which "recognize private property, set up courts, and acknowledge responsibilities"; and he went on to say:

> "I would call the attention of the House to a very remarkable speech in which this new policy was propounded. It was propounded on November 1, 1921, in a speech by Lenine. It was an admission of the complete failure of the Communist system, and in that respect was a singularly courageous speech. He admits they have been wrong, that they have been beaten, and points out that the result of communism has been to destroy the very proletariat upon whom they are dependent. These are some of the words, and I think I quote them fairly:
>
> "'There can be no doubt among Communists that we have suffered economic defeat on the economic front, extremely heavy defeat, and we put forward our new economic policy with a thorough knowledge of the fact.' He goes on to say: 'Our economic policy means transition to the reestablishment of capitalism to a certain extent.' To what extent we do not know. He continues: 'If capitalism is to win and grow, so will industrial production.'
>
> "Was there ever such a condemnation of the doctrines c Socialism, the doctrines of Karl Marx? With capitalism a industrial production goes the proletariat, inasmuch as wh large capitalist interests have been undermined and works a factories stopt, so has the proletariat disappeared. With t disappearance of the capitalist that of the workman follows That is the new doctrine of Lenine, a very remarkable admission to make."

The British Prime Minister's quotations from Lenine's spe of last November move the New York *Tribune* to remark:

> "More recent utterances of Lenine, recanting his recantatio seem to have escaped his attention altogether. The Russi dictator is still Marxian. His principles are unchanged. he has altered are his tactics. He yields to capitalism becau he has a famine on his hands and because Russia under com munism has neither credit nor goods to buy essential supplies from other countries. Confiscation is still righteous to him and he merely defers communism.
>
> "No orator is adroit enough to shuffle out of view the fact th production in Russia has been well-nigh killed. Except th

from Czar days that the Bolsheviki personally cling to, and some platinum and stolen jewels and sables and sacred vessels taken from churches and synagogues, Bolshevik Russia has little to offer in trade, and hence there is no trade. . . .

"It is said that the Soviet Government is now Russia's only center of authority—that should it fall there would be chaos. But this is mere prediction. Who has a right to say, if the pressure were removed and a free Russian Assembly held, that there would not arise a new and better power? The great mass of Russians know what is the matter—have seen communism face to face. Why assume that the 200,000 members of the Communist party have a monopoly of all the organizing talent? The likelihood of Russia being regenerated while the Leninites are in authority is slim. For many reasons the Bolshevik group, no matter what some of its leaders say, can not reverse its course.

"Everywhere is a great longing for Russia's restoration. But the lessons alike of common sense and of history demand the retirement of those who have demonstrated their incapacity. Russia's misery is due to a particular economic system. It must go. The change should scarcely be placed with those who don't in their hearts wish a change. Lloyd George has contributed more to confusing the issue than to clarifying it."

"Soviet Russia's economic retreat has ended, and will go no further in its concessions to capitalism," Nikolai Lenine told the Moscow Congress of Metal Workers on March 9 of this year. "The comedy of Genoa will not catch us," he assured them, because "while we are going to meet the Allied merchants, the limits of our yielding are already fixt." And early this month War Minister Trotzky said to the Moscow correspondent of the Paris *Journal:*

"You foreigners have exaggerated notions of Russia's ills. With or without Genoa we would pull through. The Conference is not indispensable to the revival of Russia. We only consented to participate on being guaranteed that the delegations meant business and that the Conference was not merely an electioneering dodge of Lloyd George."

Trotzky went on to say in the course of this interview:

"We are prepared to meet considerable hostility in France, chiefly over our refusal to recognize the Czarist debts. I propose that France should take over all Russian property in France and redistribute it among French workers. Then we would be quits.

"Why should we recognize these debts? Fifteen years ago as President of the Petrograd Workers' Syndicates, I warned Foreign Governments that the Russian people would not repay the debts being incurred by the Czar for the subjection of the Russian people.

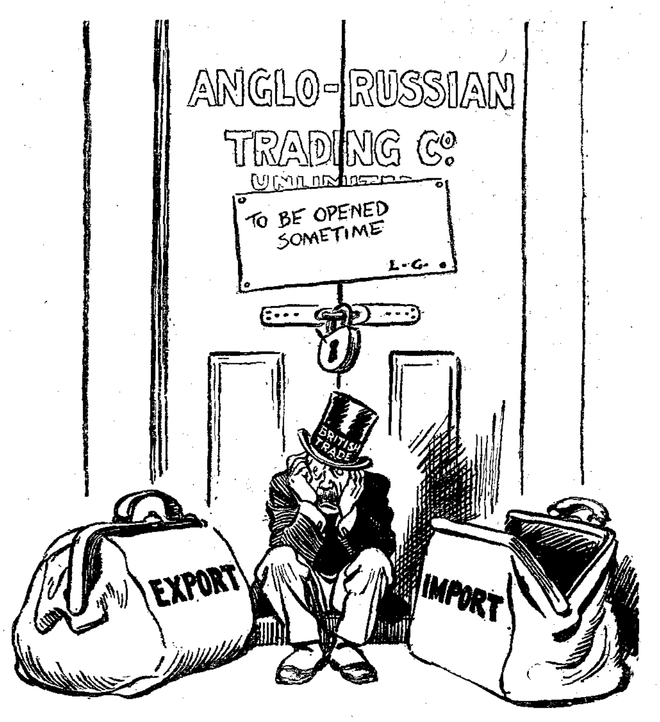
"Supposing French industrials went into business at Naples and an eruption of Vesuvius ruined their property. Would the Italian Government repay those industrials? Well, we have an eruption in Russia."

The Brooklyn *Eagle* calls this "a flat defiance to France." On the other hand a Berlin wireless dispatch to the New York *Times* quotes Mr. Tchitcherin, Russia's Minister of Foreign Affairs and leader of the Russian delegation to the Genoa Conference, as saying that "the Russian Government is at one with the British Prime Minister regarding the tasks to be faced at Genoa, particularly in regard to the restoration of normal economic conditions."

The Washington *Post* sees the Soviet Government as "hard prest and straining every nerve to reach an understanding with European Governments in order to retain its grip upon the governmental machinery of Russia." And in another issue it says: American intelligence rejects the idea of a politico-financial confab at Genoa, to bring about the exploitation of Russia for others' benefit, while ignoring the existence of vast armies that are eating the substance of Europe and preventing the production of food." "The fact that Russia is represented at Genoa is one of the reasons why the United States is not represented," remarks the Cleveland *Plain-Dealer*. And in the Troy *Record* we read:

"Both the French and the British desire access to Russian kets. The British are far more conciliatory to the Russians than are the French, but even the French are not as firmly opposed to dealings with the Soviet as is the United States. However, both the British and the French are determined in one particular, namely, that the Soviet Government must give certain clear guaranties before there can be any official recognition of that Government. . . .

"Admitting the importance of Russian rehabilitation to the general reconstruction of Europe, a question may be properly asked in regard to the degree of trust that may be placed in Soviet promises. Lloyd George says that Russia must recognize all the conditions imposed upon and expected of civilized communities as a test of her fitness for entering the community of nations. That is true enough, but the position of the United States Government, judging from Secretary Hughes's note declining the Allied invitation for American participation at the Genoa Conference, is that the political and social structure of Russia must be radically changed as the only guaranty worth considering so far as recognition of Russia is concerned. In other words, the United States will have no dealings with a Government that refuses to recognize certain principles upon which civilization is based in this and other countries."



HOW LONG, O LORD, HOW LONG?

—Low in the London *Star*.

On the other hand we read in a Washington dispatch to the New York *Herald* that "the American Government will interpose no objections to any trials which may be made to bring about a change in the Russian situation for the better. But it will not be stampeded from its present position, regardless of what may be done at Genoa." "It is by no means certain that the restoration of Russia to a place in the family of nations may not prove the quickest and most effective way to combat the communistic ideals which are now made the chief excuse for denying her that place," remarks the Boston *Christian Science Monitor*. The New York *Journal of Commerce* regrets that "we have pursued the Pharisaical policy of 'watchful waiting' in its present form." But the New York *Evening Post* suggests that possibly "something of the sanity which has been creeping back into Russia is the result of America's moral boycott." And it adds:

"The very fact that the Soviets are changing is a fair vindication of American consistency. The American people may be excused for thinking—quite apart from the rights and wrongs of the question—that if the United States goes on being consistent a little longer the Soviets' rulers may go on changing; may go as far, perhaps, as allowing the Russian people to vote."

THE ROCKY ROAD GROWS SMOOTHER

MARCH 30, 1922, WILL BE REMEMBERED in Ireland as the day on which the age-long bitterness between the North and South officially began to give way to unity and cooperation. For it was on this day that the Governments of Northern and Southern Ireland signed an agreement to cooperate in every way for the restoration of peaceful conditions in the Emerald Isle. "This is the best news that has been received from Ireland since the treaty with Great Britain was signed," say half a dozen editors who look upon March 30 as a milestone in Irish history. Moreover, believes the Philadelphia *Inquirer*, "the prospects of the Northern Government joining the Irish Free State were never brighter than they are to-day." "It is now for the Republican irreconcilables under de Valera to say whether they alone will hold out for war in Ireland," declares the New York *Evening Post*.

SUMMARY OF TERMS OF IRISH PEACE AGREEMENT.

The main points of the peace agreement signed by representatives of the Irish Free State, the Ulster Government and the British Government are as follows:

1. Peace is declared, the two Irish governments agreeing to cooperate to restore order in the unsettled areas.

2. The police of Belfast in mixed districts are to be composed half of Catholics and half of Protestants, and all police, except the secret service men, are to be uniformed and numbered.

3. A court, of which the Lord Chief Justice will be a member, is to be constituted for the trial, without jury, of persons charged with serious crimes, such as those punishable by death, penal servitude or imprisonment exceeding six months.

4. A committee consisting of equal numbers of Catholics and Protestants, and with an independent chairman, is to be established in Belfast to hear and investigate complaints of outrages and intimidation.

5. Irish "Republican" Army activities in Ulster are to cease and a special police organization is to take the place of the Army.

6. The British Government is to ask Parliament for a relief fund not exceeding £500,000 for Northern Ireland, one-third to be expended for the benefits of Catholics, and two-thirds for Protestants. The Ulster Government agrees to use every effort to reinstate expelled workmen in their former positions.

7. The two Irish governments can, in cases agreed upon, arrange for the release of political prisoners imprisoned for offences committed before March 31, 1922.

In Ireland, notes the New York *Times*, "things have a way of looking their blackest just before they brighten; a week before the agreement was signed, it seemed as if there would be civil war." Aside from that, a British war ordnance tug had been seized by Republican factions, and more than a thousand rifles, revolvers, and machine-guns, with 500,000 rounds of ammunition taken. Approximately 2,000 Irish Republican troops had announced that they would take a new oath of allegiance to De Valera. *The Freeman's Journal*, of Dublin, an ardent advocate of the Free State, had been wrecked while the representatives of Northern Ireland and Southern Ireland sat at the council table in London, and in Belfast the toll of fatalities due to disorders had reached a total of sixty-four for the month of March—the blackest in Belfast's history, cables an Associated Press correspondent.

Even after the agreement was signed by the two Irish Governments and by Great Britain, and the King had given his assent to the bill ratifying the Irish Treaty, thus endowing the Provisional Government with full powers to administer the country until the general election, "the Republican Army secessionists gave notice that the boycott against Ulster goods would be enforced until further notice," says a Dublin cable to the New York *Herald*. Casualties in Belfast continued in excess of those on the border between Ulster and Southern Ireland. American editors, therefore, are not highly optimistic regarding immediate peace in Ireland, particularly, as the Brooklyn *Eagle* notes, since "De Valera declares for a revival of the war for independence and for a flat repudiation of the Irish Treaty." As this paper observes:

> "The announcement of another treaty involving the Irish Free State on the one hand and Ulster on the other, with the British Government as a third party vitally concerned in the agreement of the other two, will be everywhere greeted with mixed feelings. Hopefulness will be judiciously tempered by the knowledge of what has been going on in the North and South ever since the London Treaty was hailed as the end of a conflict centuries old."

"But peace on the Ulster frontier will do much to promote peace throughout Ireland," thinks the Springfield *Republican*, while the Baltimore *American* tells us that—

> "Those who are acquainted with the local details of Irish conditions will recognize that the agreement just reached is a considerable step in advance. On this side the Atlantic it is a perfectly normal affair for Protestant and Catholic to cooperate sincerely and heartily for public ends. The significance of the agreement which representatives of the three governments have signed is its record that for the first time during the last generation Protestants and Catholics in Ulster, as organized bodies, have formally and officially pledged themselves to work together whole-heartedly for the repression of violence and the maintenance of law and order."

"The new agreement, if loyally executed, should remove the grounds for the most serious differences between the North and the South," maintains the New York *World*. "The will to unity has been shown," remarks the Newark *News*, which goes on to explain that—

> "Best of all, the agreement shows the Irish moderates of North and South making common cause against the extremists at both ends of the line; and that is where Ireland's hope lies. The strength of the extremists has been due to the division of the moderates of the North and South. When this great body unites, the De Valera Republicans of the South and the die-hards of the North are weakened. It is the best move Ireland can make toward meeting all its troubles—political, economic and religious."

"But it is a little early yet for us to grow wildly enthusiastic about the Irish agreement," in the opinion of the Philadelphia *Record*. Says this paper:

> "How the agreement shall work out must depend in great measure upon the ability of the governing parties in both sections to make their 'die-hards' followers behave. The attitude of De Valera and those associated with him in the determination that all Ireland must be an absolute republic, owing no allegiance whatever to England, will have to undergo a radical transformation before this latest pact can be wholly acceptable to them."

Also, remarks the Boston *Transcript:*

> "It is to be noted that ultimate success for the agreeme hinges on the supremacy of the Provisional Free State Gove ment in South Ireland. At this moment that supremacy a pears, unfortunately, problematic. The Provisional Gover ment is having very poor success in keeping order. The wreckin of the *Freeman's Journal* office, for the crime of criticizing tl acts of the De Valera insurgents, is a poor augury for peac so is the squarely disobedient attitude of a large part of the Ir Republican Army."

"Important as the agreement is," observes the St. Paul *Pion Press*, "it is still far from a complete solution of Ireland's internal troubles." For, as this paper sees the situation—

> "The agreement, it must be remembered, does nothing with De Valera and his troublesome Republican Army of the South. It is impossible that any conversations in London or anywhe else could settle the question he has raised."

THE "SOFT-MONEY" ISSUE LOOMING

ARE THE MID-WESTERN FARMERS "headed toward a new greenback party"? "Put that question to a business man and he laughs," observes a writer in a farm weekly; "put it to a banker and he looks worried; put it to a certain kind of farmers' meeting and you get a cheer that raises the roof." Among thoughtful politicians in Washington, says one press correspondent, there is neither laughter nor cheers, but a settled and growing belief that the banking and currency question will figure largely in the next presidential campaign and perhaps in the preliminary contests. The agricultural bloc in the Senate is supporting measures tending to cheapen money, believing, in the words of Senator Capper, that "cheaper money means cheaper and more abundant food." But a representative of Eastern business like the New York *Journal of Commerce* declares that this "new Bryanism" would "make bank credit as cheap as dirt and would raise prices of goods accordingly—with resultant 'prosperity'." In a Washington dispatch to this newspaper, Mr. H. Parker Willis asserts that the recent attacks which have been made on the Federal Reserve System by radical members of Congress have a distinct political object. For one thing, there are expectations that Mr. Bryan will organize his personal following in no small measure on banking and currency lines and will "attack the Federal Reserve System as one of the chief stones of stumbling in the way of the nation." Political lines are somewhat obscured by the fact that while the Federal Reserve System is a Democratic achievement, the Republicans have been defending the system "and thus assuming a place as its natural supporter while Democrats of the Heflin-Watson variety were lavishing their abuse upon it." But this Republican policy, we are told, "has become unavailable on a national scale through the fact that the agricultural bloc has so largely devoted itself to attacks upon the system and will probably stand out against any so-called 'conservative' policy." Mr. Willis continues:

"The issue of sound banking would, in fact, be sure to arouse more antagonism inside the Republican party than outside it. Therefore, not a few of the compromisers in the organization now regard it as unavailable as a major issue for them. The radicals, however, want to bring it forward as their own. They would gladly forestall the Bryan-Democratic group by outstripping them in abuse of the Reserve system. This makes a complex situation within the Republican party just as within the Democratic party.

"A very peculiar feature has been added to the contest by the fact that Messrs. Ford and Edison have taken ground on the populistic or radical side. Thus far, they have confined themselves very largely to attacks on the gold standard and to demands for Government issues of paper money, but the anti-Federal Reserve cult is very close to this inflation movement. What they are doing is thus a great support for the advocates of unsound money and banking measures.

"There are a good many evidences of the influence that this work on the part of Messrs. Ford and Edison is having upon the rank and file of business men.

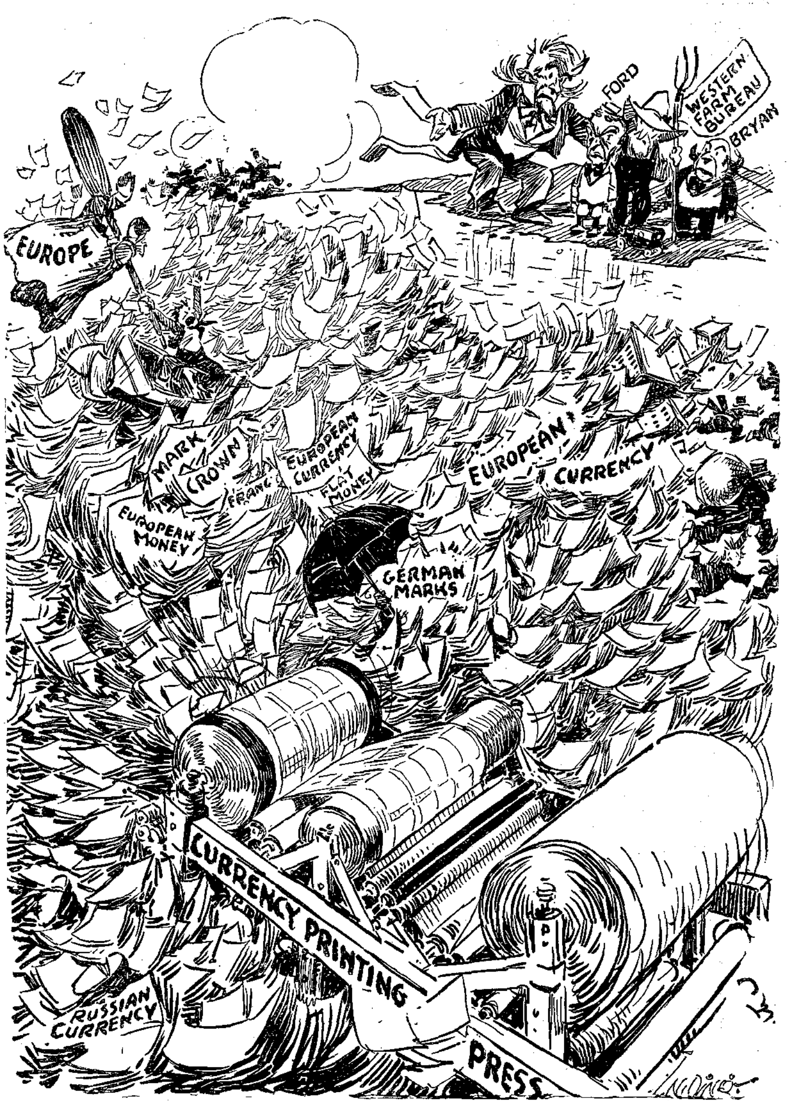
"Measures are now pending in Congress which would permit the discounting of long term agricultural paper presented by land banks. Apart from these relatively moderate changes, however, there is a large mass of bills of very drastic character calling for extreme action on questions of money and banking.

"The free-credit and soft-money propaganda is thus not only a litical issue of the early future, but affords a present problem first-class importance."

The Middle West is now experiencing a return of the greenback movement of the '70's, writes Mr. Donald R. Murphy in a leading article in *Wallaces' Farmer* (Des Moines), owned by the family of the present Secretary of Agriculture. It seems to this writer that two basic contentions of the old greenbackers "were sound then and seem sound to-day; that the gold production of the world is inadequate to furnish the circulating medium for trade; and that the control of the volume of money and circulation should be by the Government and not with bankers." To some extent the creation of the Federal Reserve System is said to be an acknowledgment of the justice of these claims and, incidentally, by its policy of lowering interest rates and thus slightly inflating values, the Reserve Board may possibly "kill the fiat money boom." Eastern financial experts are advised that they reckon without a large and growing sentiment in the farming districts when they predict further deflation and a return to pre-war price levels. Mr. Murphy reminds us that:

"Fiat money has been adopted as almost an official creed of the Iowa Farmers' Union. Milo Reno, its president, is preaching the greenback gospel in a series of meetings over the State. A similar attitude seems to be taken by the Farmers' Union of Kansas. In the official publication of the Union, of March 16, the editor says, in discussing the bonus question:

"'The business body is sluggish on account of contracted credit and currency. Why not stimulate it with a little transfusion of circulating medium turned out by the Government printing-press?'"



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FOLKS WHO BELIEVE IN CHEAP MONEY FOR THE U. S. A. SHOULD TAKE A GOOD LOOK.

—Darling in the New York *Tribune*.

TIES WITH GERMANY RENEWED

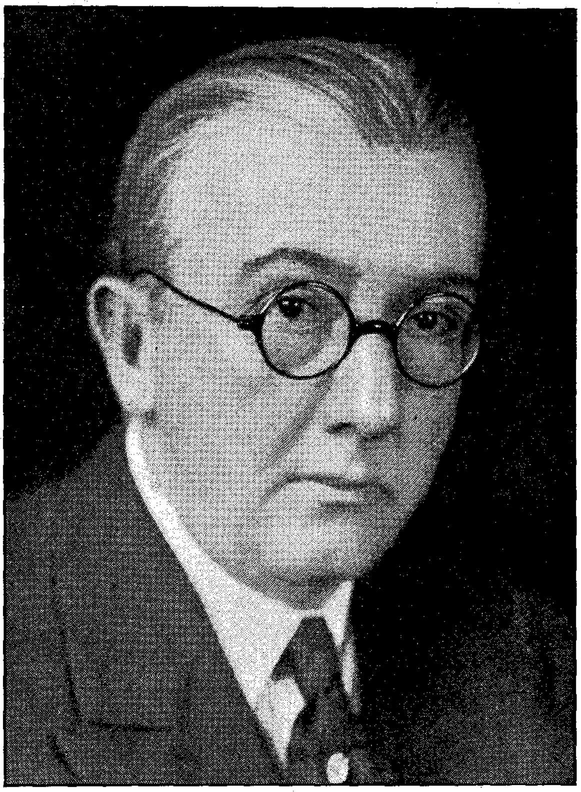
HAVING IN MIND the hundred-odd years of "peace and friendship which bound the American and German peoples, rather than the few years of war and misunderstanding which have separated them," our first Ambassador to Germany in five years sailed recently for that country. While American Legion posts denounce this light interpretation of "misunderstanding," and the New York *Tribune* surmises Ambassador Houghton's farewell speech "will scarcely make a great hit in America, even tho much admired in Berlin," the New York *Evening Post* declares that "Ambassador Houghton is right in refusing to enter upon his mission with a hymn of hate upon his lips." "It is possible to hold the Germans to their obligations without perpetuating hatred against all of them," agrees the Philadelphia *Public Ledger*.

The new Ambassador, a wealthy glass manufacturer and member of many clubs in New York and Washington, who has served in Congress and who was educated in Germany and France, said at a farewell dinner in New York that:

"First and foremost, I do not believe in the moral or spiritual or even the economic value of hate. Hate serves no useful purpose. It is far more dangerous to those who hate than to those who are hated. It leads only to confusion and destruction.

"The war is ended. The loser, to his ability, must foot the bill. But its causes, the apportionment of blame or guilt, are matters which, frankly, I for one will no longer discuss.

"Both North and South after the Civil War found the way out of the dilemma when they simply turned their backs upon the causes of the issue which had divided them, and went to work. The parallel is not exact. But, frankly, it does seem to me that a similar process of practical reconciliation must be worked out or European civilization, at least, will perish."



"HIS IS A THANKLESS TASK,"

says the Boston *Transcript* of Alanson B. Houghton, our first post-war Ambassador to Germany. He has made a fortune in the manufacture of glass, and his farewell speech before sailing for Berlin shows that he doesn't believe in throwing stones.

The German press, regardless of political complexion, says a Berlin wireless dispatch to the New York *Times*, featured the Houghton speech, and he is said to be hailed by some of them as the "Peace Ambassador." He will confer at London with Ambassador Harvey and at Paris with Ambassador Herrick "on his way to his difficult and thankless post," as the Boston *Transcript* puts it. The better understanding which he will endeavor to build up between the United States and Germany "will help to lighten the world's load," believes the Rochester *Democrat and Chronicle*, which has this to say of the new mission:

"By appointing an official representative to the German capital the American Government manifests its opinion that the time has come to forget the war and to put the world as near as possible back on a peace-time basis. The world's greatest economic and political problems will involve Germany for a few years and Mr. Houghton will play a leading rôle. Unhampered by ill-feeling he will be able to look at the problems in the broad light of day and decide what is best. He will protect America's rights, but he will not seek to persecute Germany."

"The new Ambassador should not enter Berlin with an olive branch in one hand and a hand-grenade in the other," maintains the New York *Evening Post*. In this paper's opinion—

"To see in the expression of cordiality toward a late enemy nation with which we have made peace a disposition to sacrifice the interest of the country which one represents is to take a provincial view of international affairs. An Ambassador is not going to do his duty by his home Government the better by adopting an attitude of suspicion toward the other Government. There is no inconsistency between good will toward another people and a determination to obtain just dealing for one's own. If there were, diplomacy would be impossible."

But, warns the *Evening Post*,

"If there are any Germans in this country or in any other who hope that this means a repudiation of the principles for which we sent a million men to fight in France, they will soon be disillusioned. Any such attitude is as hostile to friendly relations between the United States and Germany as is the attitude of those who criticize Mr. Houghton for being too conciliatory. There can be no upsetting of the results of the war. Nor will either country lose anything by realizing that their renewed association will benefit not only themselves but also the entire family of nations."

"Peace with Germany has been restored," observes the New York *World;* "the time is past for fanning old passions as the best proof of patriotism. It is no disloyalty at this day to practise common sense and observe the ordinary rules of courtesy." "Much of the hate prevalent in Europe has been made to order by politicians," notes the Philadelphia *Public Ledger*. According to this paper—

"It is about time that the world cleared its mind of some of the more reckless war propaganda, and remembered that there are women and children in Germany and a new generation, and that something must be left of that vast liberal element that would have set up a real democratic government in Germany within a very few years if it hadn't been deliberately overwhelmed and martyred in the war."

Ambassador Houghton's comparison of relations between the North and the South after the Civil War with present German-American relations is "a bit of Ambassadorial license," says the New York *Globe*, which adds:

"It is the fashion to romanticize the Civil War and pretend that both North and South were fighting a just cause. Non the less, by any rational interpretation of progress, this war must be construed as a war of a democracy against a slave autocracy, and the 'lost cause' must be regarded as a bad cause.

"In the same way the war against the German Government arose, not from a misunderstanding, but from an exceedingly clear understanding of the purposes of that Government, which were evil. Reconciliation between the two peoples will not be brought about by condoning the sins of the Hohenzollern Empire any more than by exaggerating the sins (which were sufficiently numerous) of the Entente nations. Renewed friendship must rest on truth, and the truth is that the Hohenzollerns were as much enemies of the German people as they were of the re of the human race."

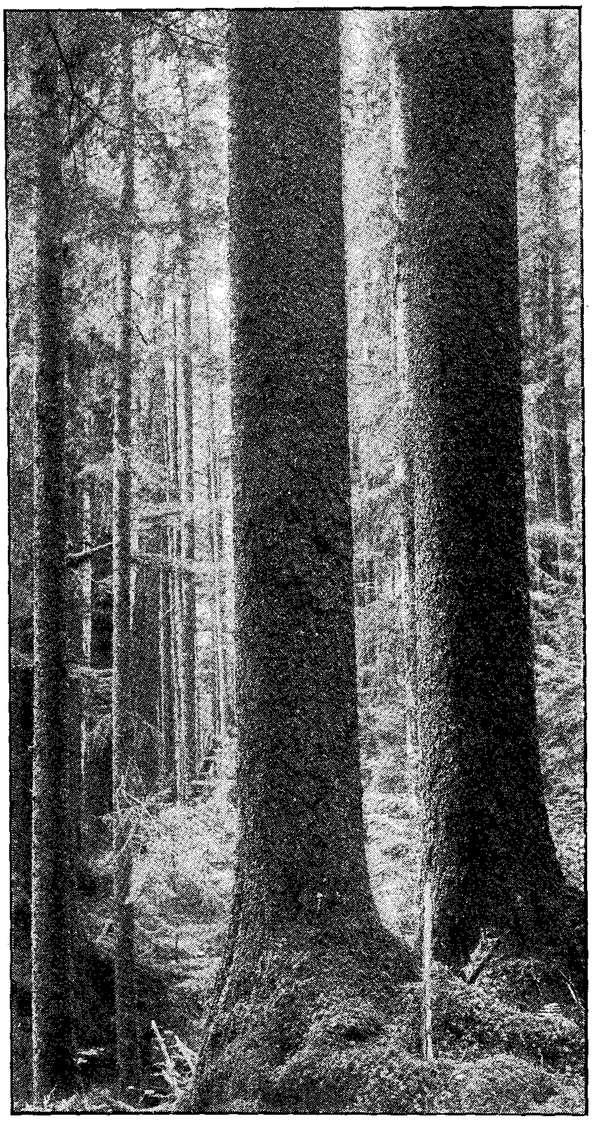
ANOTHER FOREST FIGHT

A SPECTACULAR POLITICAL ROW between two Cabinet officers, reported to have all the earmarks of the "Ballinger-Pinchot fight which did as much as anything else to break the Taft Administration," as the Baltimore *Sun* puts it, is now declared by Washington correspondents to be "on" between Secretary of the Interior Fall and Secretary of Agriculture Wallace. In the opinion of the Washington correspondent of the Philadelphia *Record*, "one or the other of the principals will be called upon to quit the Cabinet sooner or later" because of the differences that have arisen, and the Washington correspondent of the Baltimore *Sun* does not see how President Harding "can avoid taking a hand in the controversy." The issue, we are told, is which Department shall have jurisdiction over Alaska and other forest reserves.

In the days of Roosevelt the public forests were taken from the jurisdiction of the Department of the Interior and placed under the Department of Agriculture, where they are now. This arrangement, however, does not suit Secretary Fall; he would have them returned to the Department of the Interior, particularly in Alaska, in order to "obtain better coordination of effort between the various bureaus handling public lands." Certainly some coordination of effort is needed, according to Alaska's Governor, Scott C. Bone, for at present the affairs of the Territory are handled by some thirty-eight bureaus at Washington.

Bills are pending in Congress for the transfer of forest reserves, especially in Alaska, from the Department of Agriculture to the Department of the Interior. Other bills propose that the Department of Agriculture not only shall retain all its present functions, but that the national parks, Indian Affairs, and the Reclamation Service shall be transferred from the Department of the Interior to the Department of Agriculture. The whole matter, according to observant Washington correspondents, is put directly up to President Harding by the fact that he must approve or disapprove certain recommendations regarding the reorganization of government departments made by Walter F. Brown, the President's personal representative. One of Mr. Brown's recommendations, we are told, is that the Alaskan forests be transferred to the Department of the Interior.

The "farm bloc," writes Mark Sullivan, the New York *Evening Post's* Washington correspondent, "has lined up solidly in favor of keeping the forests in the Department of Agriculture."



"POEMS ARE MADE BY FOOLS LIKE ME,
BUT ONLY GOD CAN MAKE A TREE,"

wrote Joyce Kilmer. Here are two giant Sitka spruce trees—the larger 38½ feet in circumference—in an Alaskan forest reserve—which both Secretary Fall and Secretary Wallace wish to administer.

"Under the Department of Agriculture the forests have been adequately safeguarded, and the work of forest conservation has reached a high plane of efficiency," maintains the Cleveland *Plain-Dealer*. "This wealth must be conserved," agrees the New York *Times*. "It would be neither good business nor good politics to transfer the forests to the Department of the Interior," believes the Washington *Herald*. As the St. Paul *Pioneer-Press* puts the case of the pro-Wallace element:

> "There is actually no more reason for the transfer of the Alaskan forestry service to the Department of the Interior than there is for the transfer of the service in general. The forestry service is not a matter of mere administration, but a service of development and production of timber. . . . This is true no less of the Alaskan forests than of American forests in general."

"But," maintains Secretary Fall, "conservation has been overdone." "Hoarding forests is not conserving them," points out the Rochester *Post-Express*.

Another complaint against conservation comes from the Los Angeles *Times:* "Why should the Government build barriers around the great Alaskan forests and thus add to the cost of the lumber so necessary for home building?" "There are 20,000,000 acres of virgin timber in Alaska, and it is a promising field for the paper-making industry," points out the Seattle *Post-Intelligencer*, while other papers remind us that the tree crop must be harvested the same as any other crop, or it will deteriorate. "The forests of Alaska, lying idle, could furnish one-third of the paper used in the United States without noticing the loss," declares the Wheeling *Intelligencer*, "yet Alaska newspapers are paying five cents a pound freight charges on paper shipped in from British Columbia." "Conservation of natural resources is highly desirable," in the opinion of this paper, "but it can be carried to extremes."

"There is more than appears on the surface in the bills which the 'agricultural bloc' have introduced in Congress," asserts Ashmun Brown, Washington correspondent of the Seattle *Times*. As this writer views the bills favoring conservation:

> "The purpose is to prevent those lands and resources from coming in competition with the lands and resources now privately owned. It is a project to permit those who have 'got theirs' to exact a larger degree of profit than they now enjoy.
>
> "A practical application of this proposed policy would mean that the public lands remaining in the West and Alaska would never pass into private hands, never get on the tax rolls, but would remain in idleness.
>
> "This is the real issue that lies beneath the present controversy in which Alaska is a figure. It is becoming clearly defined. Presently it must be fought out to a conclusion."

TOPICS IN BRIEF

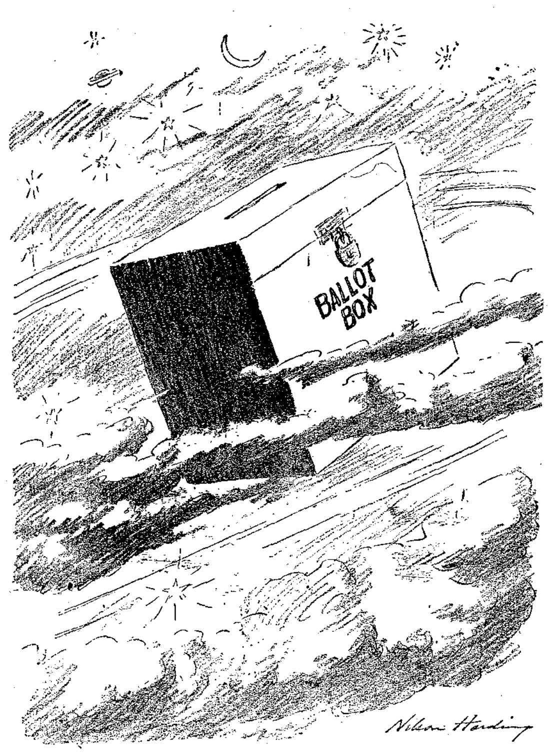
Sharp practises will not cure dull times—*Asheville Times.*

What Ireland needs is a coalition party.—*New York Evening Post.*

If one swallow doesn't make a summer, it sometimes makes a fall.—*Wall Street Journal.*

The white race will continue dominant only so long as it acts white.—*Pittsburgh Dispatch.*

Biblical miracles are admirable material for motion-picture productions, William Jennings Bryan announces. Including the marriage at Cana?—*New York Tribune.*



TO AN AVERAGE CONGRESSMAN THE WORLD IS NEITHER ROUND NOR FLAT.

—Harding in the Brooklyn *Eagle.*

Take care of your sense and your dollars will take care of you. —*Newspaper Enterprise Association.*

In the matrimonial field, Major Max Oser is some international harvester himself.—*Columbia Record.*

"Peace Concluded in Ireland." If we remember right, it came to a conclusion some centuries ago.—*Boston Transcript.*

"Most of the liquor is consumed on the Atlantic seaboard." So that's what makes the West wild. —*Richmond News Leader.*

"Business needs more able executives." That's encouraging. For a time we feared it would need an executor.—*Pottsville Journal.*

Mr. Quiller-Couch says prohibition ruins literature. In other words, it makes dry reading.—*Newspaper Enterprise Association.*

Paris seems determined that our girls shall wear long skirts, but the Declaration of Independence was not written in vain.—*Toledo Blade.*

The original Homer never pulled down $75,000 a year, and from this we infer that it is more profitable to smite a horsehide than a lyre.—*Mitchell Republican.*

We expect to see prohibition enforced when each would-be drinker in the land has a dry enforcer detailed to watch him.—*Columbia Record.*

One puzzle confronting the British public is what they will call the House of Lords now that the ladies have been admitted. —*Detroit Free Press.*

Doc Cook wants a congressional medal for discovering the North Pole. If Congress remains obdurate Doc might try for the Nobel fiction prize.—*Toledo Blade.*

Senator France was the only objector to the naval ratio treaty. Evidently the Senator is trying to live up to his name. —*New York Morning Telegraph.*

New Yorkers have subscribed $65,000 to aid the war in Ireland, which seems to be less in need of aid than any other activity we know of.—*New York Tribune.*

Spain is beginning to be glad that the interposition of the American Continent prevented Columbus from carrying out his intention of discovering India.—*New York Tribune.*

In this country about the only retired business man we have is the one who has gone to bed and is dreaming about what he has to do in the morning.—*Cleveland Commercial.*

A dog expert suggests that, since the prohibition enforcement agents are chasing bootleggers with airplanes, some of the rum-hounds will have to be crossed with Skye terriers.—*Kansas City Journal.*

Immigration policy in brief: Refuse the refuse.—*Wichita Falls Record.*

God made the world round; only men can make it square.—*Greenville News.*

The greatest menace to civilization appears to be the civilized nations.—*Sharon Herald.*

Lots of women think Easter Sunday is Decoration Day.—*Newspaper Enterprise Association.*

The farmers' movement that brings results is the kind that begins at daybreak.—*Asheville Times.*

Our politicians keep their ears so close to the ground that criticism goes over their heads.—*Brooklyn Eagle.*

All the necessary proof that the war ended too soon is furnished by German statesmen.—*Wall Street Journal.*

What will become of the money saved by reducing armament? One guess. That's right.—*Roanoke World News.*

The difference between the League of Nations and the Four-Power alliance is forty nations.—*Charleston Gazette.*

If you expect a tired business man to do any spring digging, you will have to give him a golf club.—*New York Tribune.*

Half the population objects to alcoholic beverages going down and the other half objects to their going up.—*Cleveland Commercial.*

Europe appears to be laboring under the delusion that our army on the Rhine is merely making a social call.—*Milwaukee Leader.*

The shrinkage of the income tax is due to the fact that so many people who formerly paid it have gone into the bootleg and bandit business, both of which are exempt.—*New York Tribune.*

Those getting in on the ground floor often find there's no elevator.—*Cincinnati Post.*

In leaving Ehrenbreitstein the American forces will chiefly regret the last syllable.—*New York Tribune.*

Solomon never had the satisfaction of seeing his paragraphs quoted by The Literary Digest.—*Canton News.*

Judging from a list of their demands at Genoa, the Bolsheviki think the Conference is going to be a petting party.—*New York Tribune.*

"Thinks Wrangell Important Air Base," says a headline. Give 'em Wrangell. Don't we have Washington?—*New York Evening Post.*

It is customary to drop the pilot after reaching deep water, but what is mere precedent in the case of Lloyd George?—*Tacoma Ledger.*

The war was the biggest crime wave in the world's history, and the crime waves which are troubling the world to-day are merely the following ripples.—*Houston Chronicle.*

Fish are coming out of a California oil-well, according to dispatches. Lots of poor fish wish they could get out of the wildcat oil-wells as well off as they went in.—*Houston Chronicle.*

Now that we have outlawed chemical warfare, I suggest that something be done about the comical kind that is put on with such regularity in little South American republics.—*New York Morning Telegraph.*

SENTENCED TO DIE

TWELVE MEN, with grave faces, were met to decide an issue of life or death.

No burly criminal stood there to receive punishment for his crimes—only a little child, begging for life.

Her sin was hunger and nakedness.

She trembled, and almost fell, as she stretched out thin, bare arms in supplication.

"Hunger!—Bread!" were the only words she spoke.

A long time passed, while those men fought to escape the verdict they must render. But then the words came:

"We have not found any one who will give you bread, little girl. We have told a great many people about you, but they have given to so many other boys and girls that they are tired of giving. There is not enough bread, now, to go around—no, not even a crust. We are very sorry, dear little girl, but—*we must let you die.*"

A cruel jest? No! A cruel fact, multiplied thousands upon thousands of times! If only one such pleading child were condemned to die because we are "tired of giving" it would be enough to blanch the cheeks of every man and woman who reads this page. But upon many thousands of boys and girls the sentence of death has just been passed.

In Armenia a Christian race is being blotted out—while the world looks on. In Armenia peace did not come when the rest of the world stopt fighting. Last year 140 villages were destroyed; thousands of mothers and grown daughters were violated and slain; fathers were herded into buildings and burned; multitudes of orphaned children were driven into the wilderness to wander and die, unless, perchance, they might be gathered, like lost lambs, into folds of safety by the Near East Relief. Conditions are worse than at any time since the armistice. Frantic appeals for *more* food to save the children, for *more* clothing to cover their naked bodies, for *more* hospitals and orphanages to give them refuge come surging over the cables to "kind, generous America," the hoped-for savior of Armenia.

And in the moment of this crisis, when the question of life or death for unnumbered thousands of children must be answered, the tender charity of American mothers and fathers *has begun to fail.* Their answer to the multitude of little orphans whose only sin is hunger, and nakedness, and immeasurable grief, has been—in December, and January, and February, and March—not more money, and more clothing, and more food, *but less.* And so the cruel order has gone forth from the offices of the Near East Relief *to reduce* all expenditures twenty-five per cent. Twenty-five children from every hundred now receiving care must be turned away. Among the many thousands whose wails of hunger, and sickness, and cold have not yet been answered, *not one* can be satisfied.

And now the cries of terror and dismay are reaching America:

CABLEGRAM, via Paris: "Thousands of deportees filling Near East threshold, receiving crust of bread, hoping for summer peace. *Shall we push them off our doorstep?* Order of twenty-five per cent. reduction necessitates closing all general relief."

CABLEGRAM, Constantinople: "Appalling increase of need for general relief throughout Anatolia Caucasus. Reduction in already inadequate appropriations *cuts off multitudes who are hopeless without American aid.*"

CABLEGRAM, from American Women's Hospital, Erivan: "We have eight hundred and fifty-two cases in the hospital, and children dying in all corners of Erivan. All day long we can hear the wails and groans of little children outside the office buildings hoping we can and will pick them up. If the sun shines a little while they quiet down; when it rains they begin again. One day when the rain turned to snow it was awful to listen to them. The note of terror that came into the general wail was plainly perceptible upstairs, and I had the windows closed. They well know what a night in the snow would mean. We are picking them up as fast as possible, but it is fatal to crowd them to such a point that we would lose those already in orphanage."

Has that story of unutterable suffering, of passionate love and gratitude for what has been given, that trusting, prayerful appeal for rescue of children whose lives now depend on us—has it all grown wearisome to us? Are we tired of being "kind and generous? Is there no longer any sacrificial tenderness for little chilren in our hearts? Is it time to be rid of the burden, to stop our ing, and so, through the Board of Trustees of the Near East Relief, *who must act as we dictate,* to pronounce the sentence of death on these thousands of boys and girls who have believed, to the last moment, that *we* would save them?

Mothers and fathers of America, it is not true! You will not allow it! Your hearts have not turned to stone! What are a few paltry miles of distance! They can not separate you from that famine-stricken land, where dead and dying children litter the city streets. They can not shut out from your vision those hunger-pinched faces and outstretched hands! You can shut your windows, as they did, in very desperation, in the City of Erivan; but the wails and moans of little children, waiting in rain and snow, by day and night, to be "picked up" and clothed and fed, can not be shut out of your heart.

From far-away stations, by the magic of science, our homes are being filled with song, and story, and music for the dance. But there are messages more wonderful than any controlled by the wizards of wireless. They are coming now from far away, and the story they bring is burdened with tears. The music is not for dancing, for those who make it can scarce stand upon their feet. The song, swelled to a chorus of wo by thousands of little voices that ought to be musical with laughter, is always the same: "Hunger—Bread!" And with the pleading cry of the children comes a voice, sweet and solemn, saying: "These are MY little ones; ye are My Shepherds; *Feed My Lambs.*"

To catch these messages, every American heart that has thrilled at the laughter of a little child or throbbed at its cry of pain is the receiving instrument, and the messages are broadcasted to us from the very throne of Heaven.

No mistake can be more tragic at this moment than for you to say, "The call is not to me; *I* need not respond this time; others will give, and the children will not have to die."

There are no others—if *you* refuse. Armenia is surrounded by bankrupt nations, or nations struggling to keep from bankruptcy. Europe is full of suffering and need. Armenia's only hope is America. *A Christian race will die if America fails* at this crisis.

There are no others to love and care for Armenia's little children—no others *but you.* The vast majority are orphans. Father is dead; mother, too, is dead; sister—if not dead is praying God for death; brother is dead; aunt and uncle, grandfather and grandmother—all dead, the home destroyed, and the lonely little girl or boy has *no one*—but you. You are father, and mother, and sister, and brother—the *only one* in whose heart the sad little waif can now find refuge.

How splendidly you have given, perhaps, sometime in the past, and have brought health and laughter to some of Armenia's little sufferers! But for every one saved then, *at least* one other was left without food, or shelter, or friends. And the child to whom you gave one meal a day *last year* can not live now if that meal is stopt. A year ago the delivery of supplies for the Alexandropol orphanage was interrupted between November and May by transportation difficulties. Before April the children had to be placed on half-rations, and by May, on the very morning the supply train arrived, the last meager ration was distributed. During those sad weeks, when there was so little food at Alexandropol, *more than two thousand children died.*

If you withhold your gift now, the boys and girls you fed last year may be the very ones "sentenced to die."

Revoke the cruel sentence! Stop the order to reduce all relief work twenty-five per cent.! Thank God *it is in your power* at this Easter time to give life in place of death, health in place of sickness, laughter in place of tears. *You* can speak the word of *Resurrection* which will call back some little child from the dark valley of shadow and flood its new life with sunshine.

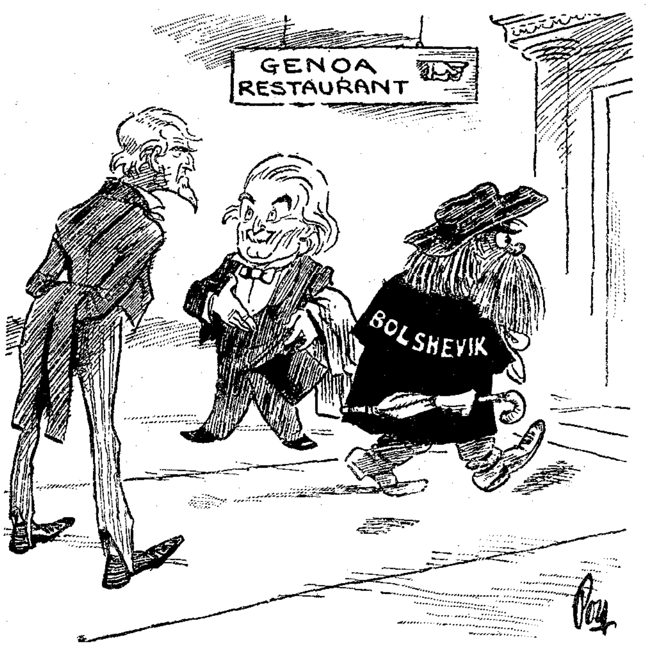
Two things will fill your Easter Day with sweetest joy; the knowledge that Armenia's children did not wait for you, and trust in you, and appeal to you in vain; and the voice of the Risen Christ, the Lover of little children, saying to your soul, "Ye have done it unto Me. Ye have done it unto *Me.*"

So deeply have we, as publishers of THE LITERARY DIGEST, been stirred by the tragedy impending among the innocent children of Armenia, that we would feel a heavy share of responsibility for the needless death of countless little ones if we did not do as we are urging you to do, and give, still again, a substantial contribution to save their lives. Therefore, altho we have given several times before, we feel that we can not—we *must not*—do less in the present crisis than add immediately another five thousand dollars to help save the children of Armenia from the death that threatens them. Send *your* check at once to CLEVELAND H. DODGE, Treasurer, Room 1600, 151 Fifth Avenue, New York City.

FOREIGN - COMMENT

AMERICA'S REFUSAL TO GO TO GENOA

FAILURE IS FOREDOOMED at the Genoa Conference because America will not be there, say some pessimistic German spokesmen, while among the British and French press, we find it hazarded that, if Europe loses by America's non-participation in the present effort to restore economic soundness on the Continent, America herself may have to share in the resultant loss. It is hinted in some French quarters that if Europe single-handed must fight her way out of her international rivalries, evils from which America is free, America may yet find social conflicts within her borders, which are threatened by no competitive nation, and Europe's troubles are "bound to react indirectly on America's domestic difficulties." Speaking before the Committee on Foreign Affairs of the Reichstag, Dr. Walter Rathenau, Germany's Foreign Minister, assured his hearers that Genoa will "furnish an opportunity for diagnosing the general causes of the world's ailments, and for inducing the nations to collaborate in discovering ways and means to heal the maladies from which the entire European Continent is suffering." He prophesied that Genoa "will be the first link in a chain of conferences which will take place this year and next year," but whether the Genoa Conference will constitute a milestone along the road leading to world peace, depends largely on the attitude of the United States, and he added:



ENOUGH TO SCARE ANY ONE AWAY.

DAVID: "What? Aren't you dining here?"
UNCLE SAM: "No, I don't want to have to listen to that chap eating soup!"

—*Evening News* (London).

> "Through its entry into the war, the United States decided the outcome; at Versailles it determined the peace, and now by throwing its political and economic assets into the balance, it is in a position to accomplish the salvaging of the disordered world, thus decisively influencing the direction of political and economic peace."

The Berlin *Taeglische Rundschau* agrees that Germans wish America would "assume the responsibility that Dr. Rathenau has placed upon her shoulders," but it declares that "this is a weak hope on which to build the German policy." Frankly disillusioned seems to be the Berlin *Zeit*, which avers that "beyond all doubt America has renounced her moral and political duties to Europe." This daily believes that Premier Lloyd George was convinced of the efficacy of the Genoa Conference, because he counted upon America's support, but it asserts: "One characteristic of American idealism is the fact that it often fails to function over long periods."

In England the London *Westminster Gazette* considers the arguments in Secretary Hughes's note of declination to be "genuine enough" and worthy of serious attention. The United States Government is of the opinion that the Genoa Conference is "not primarily an economic conference, as questions appear to have been excluded from consideration without the satisfactory determination of which the chief causes of economic disturbance must continue to operate." On this argument of Mr. Hughes this newspaper remarks:

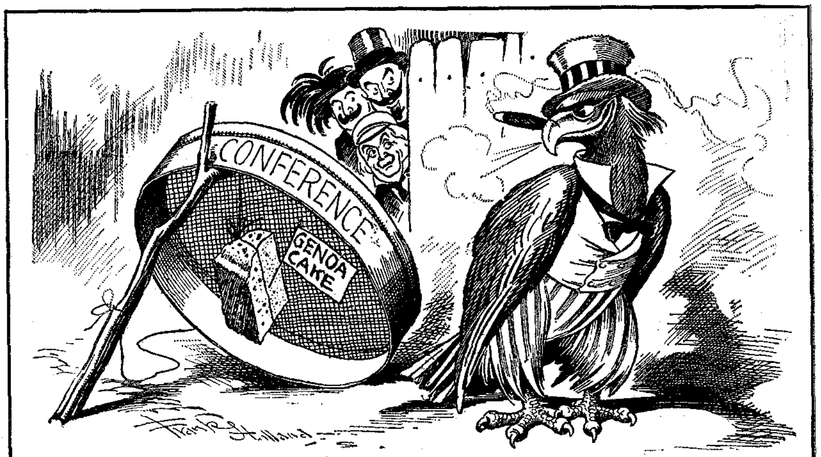
> "This can only refer to the exclusion from discussion of questions arising out of the treaties of peace and the reparations scheme. Here, of course, the Americans are right. Without a revision of the work done in Paris a revival of European trade is impossible. We find some difficulty, however, in reconciling this very sound argument in the Note with the objections raised to the 'political' aspect of the Conference and to the invitation sent to Soviet Russia. Americans are quite alive to the dangers and extravagances of the present international politics of Europe, and to the urgent necessity to reform its ways in which it finds itself. Political and economic questions cut across one another all along the line, and as a matter of fact if the subjects wrongly excluded from discussion had not been so excluded, the Conference would have been more political than ever. Turning to the references to Russia, we fail utterly to understand how the 'chief causes of economic disturbance' in Europe can be removed while Russia is treated as a pariah. Russian raw materials and Russian markets are vital to the trade of Europe, and without a political settlement with the Soviet Government the policy of disarmament which America is rightly anxious for Europe to adopt is only very partially possible.
>
> "It is understandable that the United States should hesitate to enter upon a discussion of European affairs until the future policy of the European nations has been more clearly defined. Americans fear that the cooperation asked of themselves will be expected to take the form of new credits and of the remission of old debts. For such proposals American opinion is not ready, and it will certainly not become ready while it retains any suspicion that Europe intends to go on squandering its funds on a riot of militarism. It is for the European Powers to demonstrate at Genoa that they resolutely intend to put their past errors behind them."

As the American people are firmly convinced that they ought not without necessity to become involved in European question of a political order, remarks the London *Times*, their Government feels bound not to be represented at Genoa, and it points out that—

> "The American people are paying the interest on their war loans to Europe in the form of taxation. To help her, the better-informed classes know would be not charity, but an act of enlightened self-interest. But this truth has not yet come home to the masses. They feel the burden and nevertheless they are not unwilling to help Europe, if they were satisfied that Europ is really doing all she can for herself. But they do not belie she is doing the best she can for herself. They think reparat

ought to be discust they look askant at land armaments, the necessity for which they do not grasp, and their suspicions were stimulated by the submarine controversy at Washington. The Genoa project was not likely to heighten their faith in the intentions of its authors. Rejection was the only course open to them, and rejected it they have, naturally and wisely, as we believe most competent observers will judge. . . .

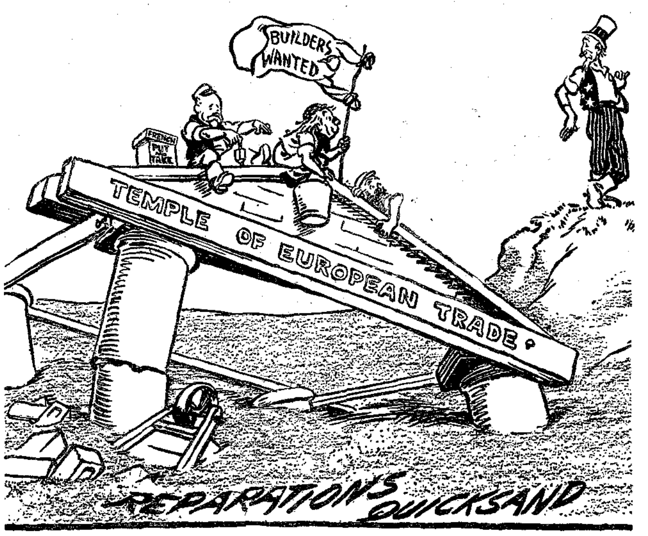
"Broadly considered, it would be far better that the United States should not be represented at Genoa, save possibly by a diplomatic 'observer,' than that it should take part in the Genoa Conference only to find the Conference unable to agree upon measures calculated to restore stability to Europe. Far better would it be that at Genoa a successful attempt should be made to deal, practically and precisely, with urgent European issues, so as to prepare the way for a more important gathering later on, in the preparation for which the United States might wish to take an adequate part. We trust, therefore, that nothing will be done at Genoa to confuse European issues, to estrange American opinion, or to accentuate differences of view, but that every effort will be made to achieve precise results on precise issues, so as to clear the way for the treatment of larger problems that can not, by their very nature, be solved without American cooperation."



"A WISE OLD BIRD THAT'S HARD TO SNARE."

—*John Bull* (London).

In France the Paris *Gaulois* expresses the belief that without the cooperation of the United States at Genoa it is difficult to see "how it will be possible to establish economic reconstruction in Europe, since such perforce implies the preliminary liquidation of the interallied debts, by means of an international arrangement, of which America would be in a sense the keystone." The Genoa Conference is "becoming a gathering of insolvent debtors who can not extricate themselves unless through an understanding with their principal creditor," and this journal points out that if the principal creditor remains absent, all the discussions of the conferees are of no avail. Thus it begins to look as if "the only beneficiaries of Genoa would be Soviet Russia and Germany, which is always clever at turning confusion to her advantage."



THE CONTRACTOR WHO WON'T CONTRACT.

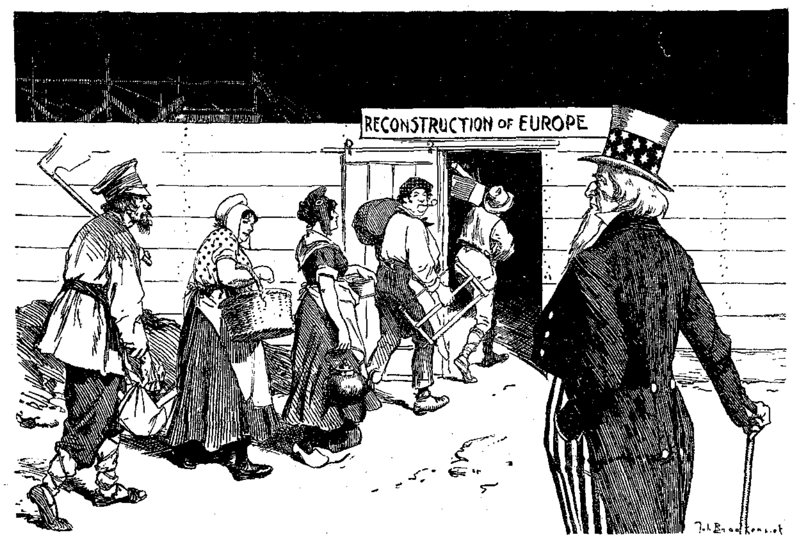
UNCLE SAM: "Nothin' doin', boys—on that site."

—*The Star* (London).

America's refusal was expected, according to the Paris *Journal des Débats*, and it may be considered to mark the failure of the combination formed in London last December, based on America's participation in what was pompously named the "Reconstruction of Europe," and this daily proceeds:

"It becomes more and more obvious that the Americans will consent to no sacrifice for the sake of this grandiose project, bound up, in the mind of its authors, with the devalorization of the German mark and the Russian ruble, and with other phantasmagoria. The Americans are mainly concerned with recovering the moneys they advanced to the Allies, in order that they may improve their economic situation, which is no brighter than our own."

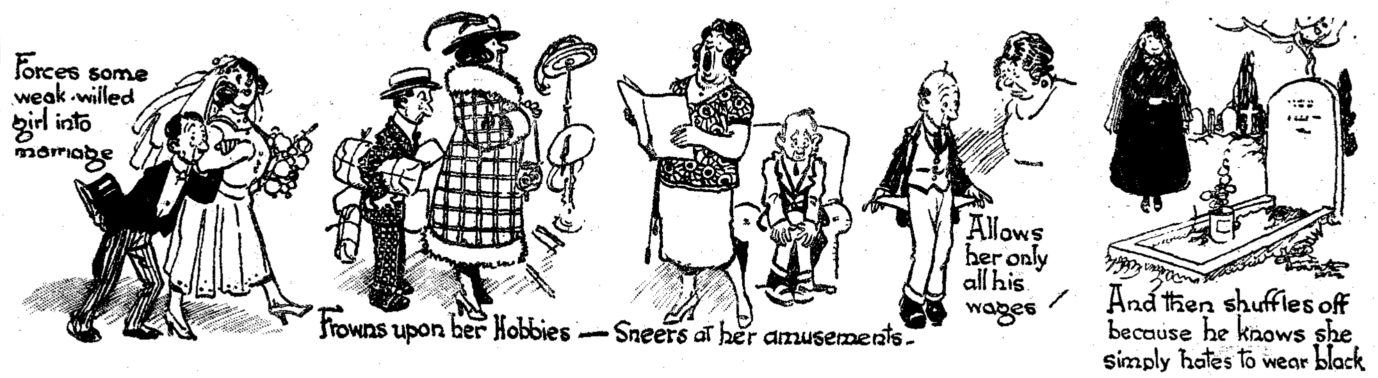
Gloomy prophecies about Genoa are not greatly tempered, it is said, by the rousing votes of confidence given to Premier Lloyd George in England, and to Premier Poincaré in France, on the eve of the opening of the Conference. Mr. Lloyd George was confirmed in his Genoa policy, say London dispatches, by a vote of 372 to 94; and Mr. Poincaré was equally assured of his policy by a vote of 484 to 78. The argument of Mr. Lloyd George's one hour and a half speech in the House of Commons is that there must be a united effort to get a broken Europe on its feet again by assuring peace and setting the wheels of world trade again in motion. He envisaged recognition of Soviet Russia by cautious and slow stages, we read, dependent on Russia's recognition of her international obligations and proofs of her *bona fides*. According to Paris correspondents, the debate in the French Chamber of Deputies showed that the present Chamber expects France to withdraw from Genoa if any discussion is raised of a political character, such as reparations, treaty revisions, or Russian recognition without guaranties, and especially efforts at the present time go reduce France's Army.



THE INNOCENT BYSTANDER.

UNCLE SAM: "Guess it's just as well I stay outside and look on while they're working."

—*De Amsterdammer* (Amsterdam).


Forces some weak-willed girl into marriage
Frowns upon her Hobbies — Sneers at her amusements.
Allows her only all his wages
And then shuffles off because he knows she simply hates to wear black

MAN, THE EVERLASTING TYRANT.

—*Sunday Mercury and News* (Birmingham).

BRITAIN'S DIVORCE LAW "SCANDAL"

CRIES FOR DIVORCE LAW REFORM are frequently uttered by American editors because of the miscellany of statutes affecting the marriage bond in the various States, but British editors are clamoring for reforms that under certain circumstances will make the marriage contract "less ironclad." England's divorce laws are "hopelessly antiquated," they say, and the radical changes proposed as long as ten years ago by a Royal Commission were lost sight of in the great cataclysm of war. Meanwhile they point out that every year supplies more evidence supporting the conclusions of the Commission, and exposing the scandalous cruelty to which large numbers of innocent husbands and wives are being subjected "in the name of a conventional and hide-bound morality." The subject is agitated anew because of a decision in the Appeal Court, which we are told has the effect of "tying Mrs. Rutherford to a husband who was found guilty of murder, but insane." The London *Daily Chronicle* points out that there is no need to recall the circumstances of the *crime passionnel* of which in effect Colonel Rutherford was found guilty; or of the events which led to Mrs. Rutherford's action in the Divorce Court. It is sufficient to point out that "even the law which has refused to make the decree *nisi* absolute, so far recognizes the impossibility of this man and woman living together that it grants a judicial separation, but is unable to grant logical relief by divorce." Since the Royal Commission made its recommendations ten years ago, this daily observes, public opinion has "moved a long way in favor of the reforms advocated, and indeed beyond them," and it adds that legislation is "urgently needed." Says the London *Times:*

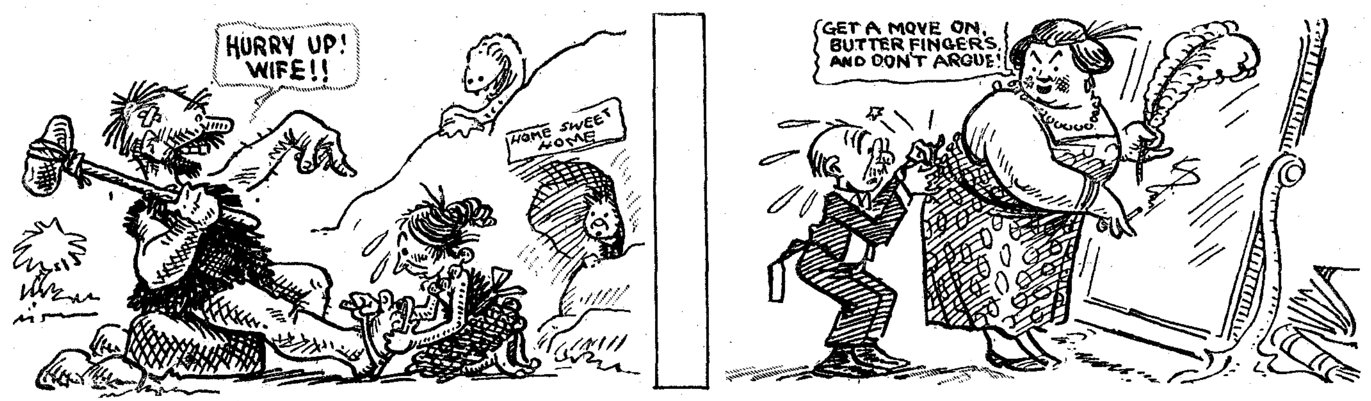
"In the interests of the parties and of the State there can be no reason of general recognition to be advanced for rigorously maintaining a matrimonial bond the entire basis of which has disappeared, and which if it could be restored would lead in every conceivable case to consequences disastrous to the public welfare. In the report of the Royal Commission on Divorce the minority concurred with the majority in recommending that there should be a decree of nullity in cases where one of the parties at the time of marriage was of unsound mind. *A fortiori* can it be said that the marriage bond should be deemed to be indissoluble where one of the spouses has been found guilty of the capital offense and is detained as a criminal madman?"

According to the London *Daily Telegraph*, the abuses flowing from the "existing narrow and illogical requirements of our divorce laws are steadily undermining public morality" and this journal believes it to be "strictly accurate" and explains:

"The nation is not in a position fully to realize the wide-spread results traceable to the anomalies which now exist, for even the present restricted facilities for divorce are not usually available to the poorer classes. There is, in fact—tho not in intention—one law for the rich and another for the poor. . . .

"If Mrs. Rutherford had been a working-class woman, without means or friends, nothing would have been heard of a case which has aroused the keenest sympathy for the sufferer. Her misfortune has again directed attention to a grave social sore, which is far more wide-spread in its ill-effects than is sometimes imagined. Hundreds of married men and women have been put away by the state for life, or for many years, for good reasons; but the state which incarcerates them in the interest of society generally refuses to concede relief to those to whom they are bound by the existing marriage law. The husband or wife of a confirmed and hopeless drunkard or an incurable lunatic is firmly denied freedom, tho the marriage has become a tragic mockery. The law legalizes separation in certain circumstances, and that separation may continue until the grave closes over one or other of the parties; death offers the only hope of release. Can it be seriously suggested that such efforts to perpetuate a contract—for marriage is a contract—are conformable to the tenets of justice and make for the maintenance of high moral ideals not merely in theory but in practise?"

Since the above was written, we learn from London dispatches that under proposed new rules the poor in England are to be


HURRY UP! WIFE!!
HOME SWEET HOME
GET A MOVE ON, BUTTER FINGERS, AND DON'T ARGUE!

"In the cave days it is believable that a wife acted under husbandly coercion— —but not in these!"

WHERE IS THE BOSS OF YESTERYEAR?

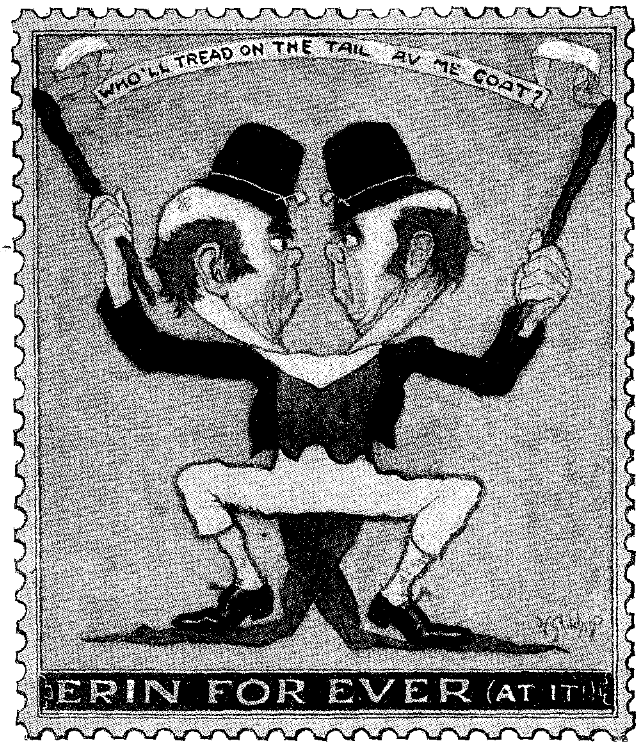
—*The Daily Express* (London).

given increased facilities for using the divorce courts, and it is related that—

> "Heretofore a wife could not be admitted as a 'poor person' in a matrimonial case if the combined income of herself and her husband exceeded £4 a week, even if they were living apart. Moreover, the wife could not bring action unless she deposits £5 with the court.
>
> "Under the proposed rules a 'poor person' wife may obtain the benefits of the rulings if her own income is less than £4 a week. If unable to deposit £5 with the court it will be possible for her to obtain an order for her husband to pay the amount."

SCOTTISH ORANGE AND PROTESTANT PARTY

ULSTER WAS BETRAYED when Mr. Lloyd George and his colleagues concluded their treaty with Sinn Fein, and the great majority of Scottish Unionist members in the House of Commons were consenting parties to the betrayal, says the Belfast *Weekly News*, when the "infamous compact" came before the House of Commons. Therefore this newspaper finds much satisfaction in the foundation of an Orange and Protestant party in Scotland, which is to be known by that name and which is made up of the members of the Orange Institution who, we are told, are to be congratulated on the "bold and courageous" step they have taken. For years the members of the Orange Institution have been loyal supporters and enthusiastic workers in the cause of Unionism in Scotland, this weekly relates, and the claim that they were really the "backbone of the party in the West of that country is amply justified."


WHO'LL TREAD ON THE TAIL AV ME COAT?
ERIN FOR EVER (AT IT!)

BRITISH SUGGESTION FOR A NEW IRISH STAMP.

—*The Passing Show* (London).

In the official proclamation of the Orange and Protestant Party we read that the Constitution, briefly stated, embodies the following principles: "One flag, one throne, one empire, equal rights for all, and special privileges for none." The four committees to carry out the purposes of the party are denominated as the Ulster, the Election, the Propaganda, and the Finance, and to quote further:

> "(1) The Ulster Committee will be responsible for policy in supporting the Northern Parliament of Ireland and carrying into effect the wishes of their brethren and North of Ireland Protestants in any manner as directed, and other matters which meantime will remain private.
>
> "(2) The Elections Committee will deal with the following items: (a) Imperial Parliament—To promote the election of men and women of good Protestant character. (b) Parish, Municipal and County Councils—To promote the election to these bodies of men and women of good Protestant character who are able and willing to serve solely in the public interests, and who will support economy and efficiency in local administration. (c) Educational Authorities—To promote only the election of good Protestants to this body who will stand firm for the teaching of religious and temperance instruction in the schools. (d) Scrutinizing and questioning of all candidates for these foregoing bodies, and advising all Orangemen and women and Protestants whom to support.
>
> "(3) The duties of the Propaganda Committee are of such a nature that it is not deemed advisable to divulge them beyond stating that it will supply speakers on demand to Protestant bodies splendidly equipped to deal with Religious and Evangelical, Economic and Social and Parliamentary and Local Government questions in all their phases.
>
> "(4) The Finance Committee—This body will undertake, supervise, and manage all matters regarding the financial part of the new organization. These four committees are responsible to a powerful executive."

The organization is of such a strength, according to the party statement, that properly directed it "can make itself a power to be reckoned with by either the Unionist, Liberal, or Labor and Socialist parties."

The Belfast *Weekly News* believes that now that the Orangemen and Orangewomen of Scotland have shown such enterprise in the Protestant cause it is surely time for the Protestants of Ulster to bestir themselves, and it adds:

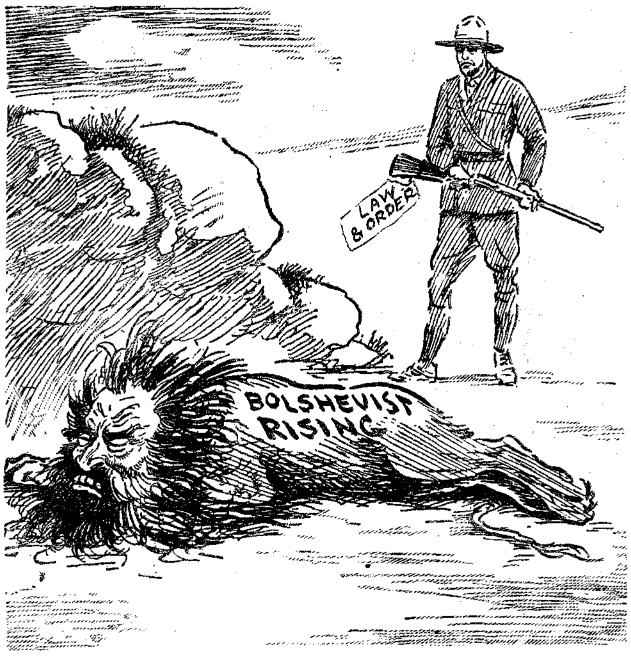
> "Had we in the past attended to propaganda work as we should have done we would never have been plunged in our present plight; but if we allow public opinion to be poisoned against us we need not expect to escape the consequences. When the Ulster Unionist Council launched its propaganda in England and Scotland the results were soon apparent, and we believe that similar effects could be produced to-day. On every hand our opponents are hard at work. In England and Scotland the majority of the papers are only too ready to insert anything that will discredit Ulster while from the Provisional Government offices comes a steady stream of communications all designed to produce a similar effect. Surely it is time for some organized attempt to be made to counter this poisonous propaganda, nor is the need confined to England or Scotland. Almost every mail from the United States, Canada, Australia, and New Zealand brings us proofs of the wide-spread and efficient propaganda that is being carried out by our enemies, and laments that Ulster takes no steps to set herself right before the world. Surely something more could be done in this respect, nor is it necessary that it should entail a big expenditure of money. Our kinsfolk in the United States and the Dominions are eager to hear our side of the case, and we believe they would be quite prepared to pay for admission to lectures and addresses on the subject."

At the same time, this newspaper points to the necessity of "order with loyalty," and trusts that every Loyalist will respond to Sir James Craig's appeal for a "continuance of the splendid restraint shown by our people under unparalleled provocation." The Belfast *Northern Whig* also recognizes the need for educating public opinion, but chiefly at home, and explains:

> "A general election can not be long delayed. Ulster's case must be put before the constituencies. Let there be an appeal from faithless, opportunist Ministers and a subservient Parliament to the people. Lord Carson did an excellent night's work in the House of Lords by revealing a part of the sinister truth about Southern Ireland under the new régime, which, so far as is possible, is being hidden from the British electorate. The obscurantism which has helped the Government and their Sinn Fein allies has to be fought and beaten; and the more volunteers are engaged on the side of Right, Justice and Loyalty the sooner will success be attained."

SOVIET TRY-OUT IN SOUTH AFRICA

SETTING UP A SOVIET REPUBLIC in South Africa was the aim of the revolutionary element in the recent outbreak originating in the mining strike on the Rand, according to Premier Smuts, who declared before the House of Assembly that there had been "a menace of slaughter comparable with that of the French Revolution." South Africa, he said further, has "escaped a tremendous danger, the gravity of which has not been sufficiently made clear." Fortunately the Government forces had overcome this danger and the situation following is "almost normal," according to the Premier, who explained that the Mine Workers Union and the Industrial Federation of Trade Unions were "not free agents—but that there was another agency in the background."



BOLSHEVISM IN SOUTH AFRICA.

"Smuts bags the man-eater!"

—*The Mail* (Birmingham).

As reported in Cape Town dispatches, Premier Smuts asserted also that the great mistake of the labor organizations was in not dissociating themselves from the revolutionary element when they noticed the movement toward physical force. There was no doubt in his opinion that the revolutionaries wanted to set up a Soviet republic and that they expected assistance from the country. It had been his fear, we read, that before the burghers could come to the Government's assistance the rebels would have been able to start a revolutionary régime and "mete out executions, with the result that there would have been a blood bath at Johannesburg." But every part of the country responded to the Premier's appeal for support, we are told, and tribute is paid by him to the police, who had done their duty beyond praise, while he averred that deep gratitude was "due the natives for not having stampeded." As to the prisoners taken in the disturbances, Premier Smuts exprest his dislike of trial by court-martial, and informed the House of Assembly that they should be tried by the ordinary course of the law of the land. What is more, the President announced that the Government adhered to its decision to appoint an Industrial Commission to consider the labor grievances, and that in order to make it impartial, neither side to the dispute should be represented on it. Cape Town correspondents advise us that "this announcement was greeted with loud cheers." In Canada the Vancouver *Province* points out that on the labor question in South Africa "there can be little in common between the union workers and the Boer farmers," but—

"The Communistic industrial group may make common cause with unreconciled Boers in their resistance to the established order. In the last general election Hertzog and his party advocated separation from the Empire and the establishment of an independent republic. The Labor party had its own program and candidates. Against this divided opposition the Smuts Government obtained a decided victory. It would appear that revolutionists of the labor camp and revolutionists of the Boer camp are now partners in arms and the Rand district. How far the great body of prosperous Dutch farmers throughout the Transvaal would be interested in such a movement remains to be seen. They are themselves large employers of labor, but the farm laborers are mostly natives."

The fact that the South African Government has some 6,000 prisoners to deal with for complicity in the recent disturbances, remarks the Winnipeg *Manitoba Free Press*, is as vivid an indication as is necessary of the extent and serious nature of the trouble. It recalls that the strike began as an industrial dispute between the gold miners and the mining companies, and proceeds:

"The points at issue were the question of reduced wages and the ratio of employment of white men and natives. After running for a number of weeks the temper of the strikers began to manifest itself in acts of violence. Dynamite explosions and acts of intimidation were charged against them fully a month ago, and these acts of violence rapidly developed during the past few weeks into what became a virtual armed revolutionary uprising endangering the government of the country. The strike became general throughout the Rand, where the strikers formed themselves into 'commandos,' or organized armed bands, the total numbers in the commandos running evidently into many thousands. Pitched battles were fought between the insurrectionists and government troops, and many casualties were suffered by both sides; artillery and bombing airplanes were called into service, and the South African Rand was the scene of what was evidently a violent and bitterly contested civil war."

The inquiry which Premier Smuts has ordered to be made into the rising, this Winnipeg newspaper goes on to say, will disclose the facts as to the foreign influence and money which, it is alleged, were behind the strike and fomented it into revolution. But it is noted also that the great spread of the strike through the Rand mining area indicates that the Rand is a fallow field for industrial trouble, and that the relations existing between the miners and the mining companies are far from amiable. We read then:

"The Rand is the richest gold field in the world, and in recent years some $200,000,000 worth of gold has been mined in it annually; the white laborers, numbering between 22,000 and 25,000, it is admitted, have found the post-war years a time of great hardship. One writer says:

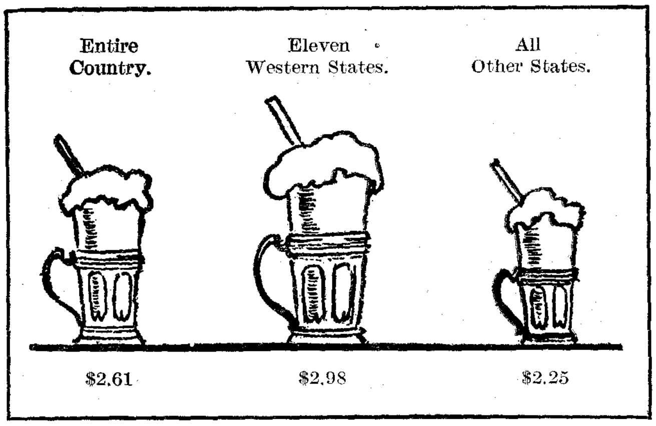
"'Their industry is not permanent and is highly speculative. Many of the richest mines have been worked out, and in others the value of the gold content of the rock has dropt so far that profits are small. The fall in the value of gold since 1914 has aggravated the discontent.'

"The strike was the product of this aggravated discontent, and just how aggravated it was may be judged by the lengths to which it ran. Numerous conferences, and the intervention of Premier Smuts, who, at the beginning of March, advised the strikers to go back to work pending a negotiated settlement, had no effect, and the conditions in which the miners will now find themselves are a matter of conjecture. The original grievances are all still to be settled; they will undoubtedly be settled by some process of negotiation such as Premier Smuts advised. But now a ruinous strike, an armed and bloody civil war, and a huge army of captured prisoners awaiting trial, lie in the background of whatever settlement is reached—grave facts which will continue to occupy attention in South Africa for some considerable time to come."

SCIENCE - AND - INVENTION

THE WEALTHY WEST

MONEY LINES THE POCKETS of the Far-Westerner these days. At any rate he is spending money faster than the dweller in any other section of the United States, as shown by recent Internal Revenue reports, says a writer in *The Stirring Rod* (San Francisco). Possibly he is oftener a tourist and less often a factory worker than the Easterner. At any rate, figures compiled from government reports on proprietary, excise and luxury taxes show that the States lying between the Rockies and the Pacific, and especially the Coast group, have unusual per capita spending power. For the statistical purposes of the pharmaceutical journal named above, the "Middle West" is here grouped with "the East," an experience enjoyed by the Mississippi Valley States only when a Californian or an Oregonian is conducting the proceedings. Why should the Far-Westerner spend 73 cents more annually for soda-water and 57 cents more for perfumery and cosmetics, than the rest of us? Our author has the answer. "The great West," he says, "has the money and is spending it." He continues:



"And by West we do not mean that 'West' to which the Way-Down-Easter refers when he talks of taking a trip 'way out west to Buffalo." We mean the Great West which lies between the Rocky Mountains and the Pacific and which comprises nearly one-third of the total area of these United States, tho housing only 8.6 per cent. of the population.

"'West' is more than a direction or a point of view; it is more than a state of mind. It is a separate entity among the subdivisions of the United States and a market worthy the best efforts of the Eastern producer.

"That the West is spending its money, is now and has been all along through the trying times of the past year and a half the most prosperous section of the country, is shown in the reports of the Internal Revenue Bureau on its collections of excise and luxury taxes on soft drinks, carpets, trunks, umbrellas, wearing apparel, jewelry, watches, clocks, perfumes, cosmetics, medicinal articles and amusements. Just how much of the country's production of commodities of all sorts are bought and consumed in the West can only be a matter of conjecture, for there is no way of tracing them. The reports of the Internal Revenue Bureau, however, allow of no contradiction. These statistics are gathered by States and districts and are accurate to the last penny. They form the only reliable check on the spending power and spending habits of different sections of the country.

"Tables throwing into relief some remarkable facts regarding the buying power of the eleven Western States compared with that of the remainder of the country have been prepared with painstaking care from the Internal Revenue reports by *Sunset* magazine, published in San Francisco, and form signposts pointing the road along which the Far West is destined to travel. The figures were taken from the Government reports for the fiscal year ending June 30, 1921. By 'West' is meant the eleven Western States, grouped and treated as a unit, because they form a distinct entity from the advertiser's point of view and fall geographically into place as a separate market. Among the eleven Western States the Pacific Coast group, Washington, Oregon and California, separates itself automatically from the rest, for it embraces the entire coast line and includes more than half of the population of the 'eleven West' group.

"Based on a tax of 1 cent on each 25 cents or fraction thereof, during 1921, the Western States spent $17,937,474 for perfumes, cosmetics and proprietary articles, according to the stamp tax returns. At the same time all the rest of the United States spent $136,733,262 the same way. Per capita sales in the West on these articles amounted to $1.99, while per capita sales in the rest of the United States came to $1.42. In other words, the eleven Western States, or 8.6 of the population, spent 11.6 per cent. of the money spent in the entire country for proprietary articles, perfumes and cosmetics, a per capita expenditure 40.1 per cent. greater in the West than in all the rest of the country combined.

"While sales in 1921 in the other States fell off sharply, suffering a drop of 4.5 per cent. from 1920's figures, sales in the eleven Western States experienced a rise of 2.5 per cent. over 1920—remarkable in the face of existing conditions.

"Sales of medicines, perfumes and cosmetics in the three Coast States made up 79 per cent. of the total sales in the West, while the per capita sales exceeded those of the eight inland States of the group by 57 per cent., and per capita expenditure in the whole group exceeded the rest of the country by 40.1 per cent.

"California shows up exceptionally well, with a sales total of $9,980,000, well over half of the total for the Western States, and a per capita sales figure of $2.93 as compared with $2.72 for the Coast States and $1.99 for the entire Western group, and $1.42 for the other States.

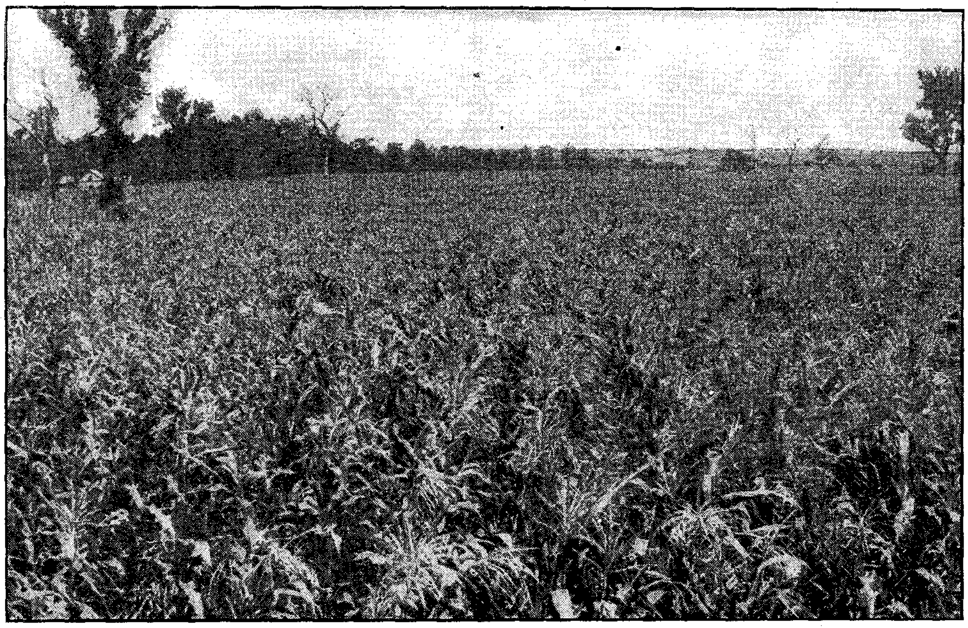
"During the same period the West spent $26,170,271 for soft drinks, or $2.98 per capita, while all the rest of the United States spent $216,468,349, or $2.25 per capita. In other words, the eleven Western States, comprising 8.6 per cent. of the population, spent 10.74 per cent. of the money spent in the entire country for soft drinks, a per capita expenditure 32.4 per cent. greater in the West than in all other States combined. Soft drink sales in the three Coast States totaled 70 per cent. of the gross sales for the eleven Western States, altho the population of those States amounts to only 64 per cent. of the entire group. The per capita expenditure of $3.26 in those three States is 26 per cent. greater than in the remainder of the Western group which, as a unit, exceeded the rest of the country by 32.4 per cent. California assumes the lead in the three Coast States with a sales figure for 1921 of $12,428,000, more than two-thirds of the total sales in the three States. California's per capita sale was $3.63, against $2.42 for the remainder of the Western group and $2.25 for the rest of the country."

X-RAY PROSPECTING—A rumor which *Nature* (London) hesitates to credit, but will not condemn, because marvels so often insist on coming true nowadays, is embodied in what this magazine terms "a somewhat startling paragraph" in *The Times* (London), giving an account of petroleum "divining" of an extraordinary nature by means of laboratory experiments carried out in France. Says *Nature:*

"Dr. Henri Moineau and M. Regis have apparently been at work on an apparatus for which it is claimed that by 'harnessing Hertzian waves' the composition of subterranean solid, liquid, and gaseous matter may be indicated, quite irrespective of distance! Experiments are at present being carried out at the Puy du Dôme, in the Clermont-Ferrand region, and already this mysterious apparatus has detected petroleum deposits in Alsace, Saxony, Hanover, Czecho-Slovakia, Italy, the Rocky Mountains, the Allegheny Mountains, and finally in the Andes. No account whatever is given of the nature of the apparatus itself, tho it is suggested that X-ray photography plays an important *rôle* in the determinations, particularly in the elucidation of underground structures. It is further alleged that with the apparatus it is possible to discern, not only oil, but also coal, minerals, and water occurring in remote parts of the world, the idea being that once such occurrences are located all that is necessary as a preliminary to successful boring is an aerial reconnaissance for the purpose of taking 'X-ray photographs' of the selected areas. We can not refrain from remarking that, altho first impulse may dictate a dismissal of the matter as extravagant, present knowledge of electromagnetic wave propagation, tho limited, is sufficient to promote realization of possibilities, and caution before condemning prematurely their utilization in the present connection."

IS THE CORN BELT DRYING UP?

TO THIS QUESTION, asked by George H. Dacy in an article contributed to *The Illustrated World* (Chicago) he replies that it is, if by "drying up" we mean the lowering of the level of water stored in the soil. This level has fallen an average of nine feet throughout the United States since the Civil War. Mr. Dacy holds excessive drainage responsible for much of the change, and he thinks that if we keep it up, Illinois, Iowa and Indiana may become unprofitably arid. Mr. Dacy asserts plainly that underdrainage may develop into overdrainage to the permanent disadvantage of the lands thus rescued unless land reclamation enthusiasts make more comprehensive studies of both the losses and benefits which result when waterlogged fields are drained and dried. He continues:



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ARE THESE VAST FIELDS IN DANGER?

Miles upon miles in Illinois, Iowa and Indiana are covered with corn as far as eye can reach.

"The surplus ground water really is a reserve moisture supply for the crops which they can draw on during periods of drought. Ordinarily the upper level of the ground water coincides very closely with the limit of its availability for crop growth. The universal lowering of the ground-water level throughout the United States should be a matter of grave concern to all of us, as it indicates restrictions in potential food production unless efficient control measures are instituted and practised religiously.

"During the last sixty years, the average lowering of the ground-water level for the entire country has amounted to approximately nine feet. In Iowa, during this period, the water-table level has dropt on the average 12.5 feet. This recession of the ground water is still continuing gradually year by year. Unless most effective measures are adopted and practised to conserve our supplies of soil moisture, it will only be a matter of a few years until the great reserve supply of soil moisture is out of the reach of some of our most useful economic crops. Crop and drainage experts say that it is time to take inventory of our water resources in order to devise and perfect ways and means of limiting extravagant leaks and losses of this our most important natural resource. The U. S. Department of Agriculture made a survey of fifteen thousand farm wells in all parts of the country which showed that the subsoil water level is being lowered gradually each year due to our unsatisfactory systems of husbanding soil moisture.

"Scientists do not believe that this country is reverting to a condition of aridity rapidly or that the rainfall is gradually decreasing. Facts do not support the fantastic theories that cultivation increases rainfall or that deforestation reduces it. The waste of storm and thaw waters through surface run-off is one of the chief causes of the lowering of the subsoil water table. This condition, fortunately, can be remedied very easily. The waste of soil water results indirectly in depleting the fields, to a certain extent, of their supply of plant food. Run-off waters cause destructive floods and heavy property damage. They destroy the navigable properties of many minor streams and also operate to contaminate the drinking-water supply. Water losses of particular moment also result from the cultivation of the land, drainage and industrial operations such as mining. Open ditches are flagrant offenders in lowering the water table and increasing the run-off."

In most of the Corn Belt States, says Mr. Dacy, the local ponds, streams and small lakes were Nature's safeguards to maintain a fairly constant ground-water level, to stabilize stream flow and to reduce soil waste. The extensive construction of innumerable open ditches and tile drains with catch-basins in many Middle Western farming regions has more or less completely removed these natural barriers. Open ditches are objectionable because they waste from two to eight acres of land per mile while their banks develop all kinds of obnoxious weeds. Tile drainage operates to equalize the run-off while open ditches increase the inequalities between flood waters and low waters. We read further:

"Investigations by the United States Geological Survey in the White Mountains of New Hampshire show conclusively that the amount of forest is intimately associated with the regulation of stream flow. Deforestation makes for rapid melting of snow waters and increases the amount of run-off, floods and soil removal, while the protection and multiplication of our forest resources work for the conservation of valuable soil moisture. Potentially, the matter of water conservation will be one of the most important which will confront progressive agriculturists. Intelligent drainage and cultivation as practised by the leading Corn Belt communities will be the most effective weapons for combating this condition. The open ditch must go except in the case of community drainage districts where often conditions make it a necessity.

"One worth-while suggestion offered by a leading conservationist who also is actively engaged in agricultural pursuits recommends that a thorough hydrometric survey be made of the most prominent agricultural regions of the Middle West where underdrainage is practised on a large scale. The prospects are that such a scientific survey would indicate the wisdom of preserving large tracts of wet and swampy land in their natural state. From an agricultural insurance standpoint, such moisture-protective areas would be well worth while. When one also considers that they could be developed into valuable sources of wild game and fish production, their utility as economic projects would be endorsed. Such reservations might serve incidentally as parks, playgrounds or recreation summer camps."

HEATING ORCHARDS WITH STOVES

FRUIT-GROWERS in Southern California have been equipping their orchards with portable heaters, to fight frost, for many years back. This protective device was put to an unusually severe test during the cold wave of January last, we are told by N. L. Chapin, editor of *The California Farmer*, writing in *The American Fruit Grower Magazine* (Chicago). This "January freeze" was "one of the worst cold snaps of history," yet many California growers saved their crops by having for emergency use an adequate system of heaters. The test, writes Mr. Chapin, emphasized lessons which heater manufacturers and meteorological experts have long been preaching. He continues:

"'Heat efficiently or not at all,' is the big lesson of the freeze, says Floyd D. Young of Pomona, Calif., meteorologist of the Department of Agriculture, and author of a government bulletin on frost protection.

"'No grove which the owner proposes to protect,' he says, 'should be equipped with less than 50 heaters to the acre. An orchard properly equipped and tended during a cold spell can always be protected from damage either to fruit or foliage. But if there is to be a lack of vigilance, lack of foresight and preparedness, or carelessness in regulating heaters so that the oil burns out at a critical time, it would be better to save the expense of the equipment and not fire at all.

"'The most perfect system of orchard firing in the world is that of the Limoneira Company at Santa Paula. Here no detail is overlooked, and the firing itself is reduced to an exact science, with every contingency prepared for in advance. Next to this company I would say the Bear Creek Orchard Company of Medford, Oregon, has the best system.

"'Efficient frost protection is largely a matter of personality. It depends wholly on the directing head of the frost-fighting forces and on his capacity for planning so that the fuel supply shall never run short and that fires will always be lighted and regulated when needed.'

"The Limoneira Company grows lemons, principally, and uses a heater to every tree, about 80 to the acre, of the modern, high-stack type, holding nine gallons of oil each. The Bear Creek Orchard Company grows deciduous fruit and protects from spring frosts at blossoming time with 105 lard-pot heaters to the acre. This type of heater burns low after about two hours and must be refilled to restore its heating power. Never more than half of the heaters are lighted at once. Refilling at night frequently becomes necessary.

"With temperatures in most citrus districts ranging as low as 18 degrees for many hours the first night, nearly as low the second night, and very low for five successive nights, the drain on oil resources and equipment for refilling heaters was severe. Several cars of oil were rushed on passenger schedule into the Pomona district, but teams and tank wagons enough to resupply all groves could not be secured.

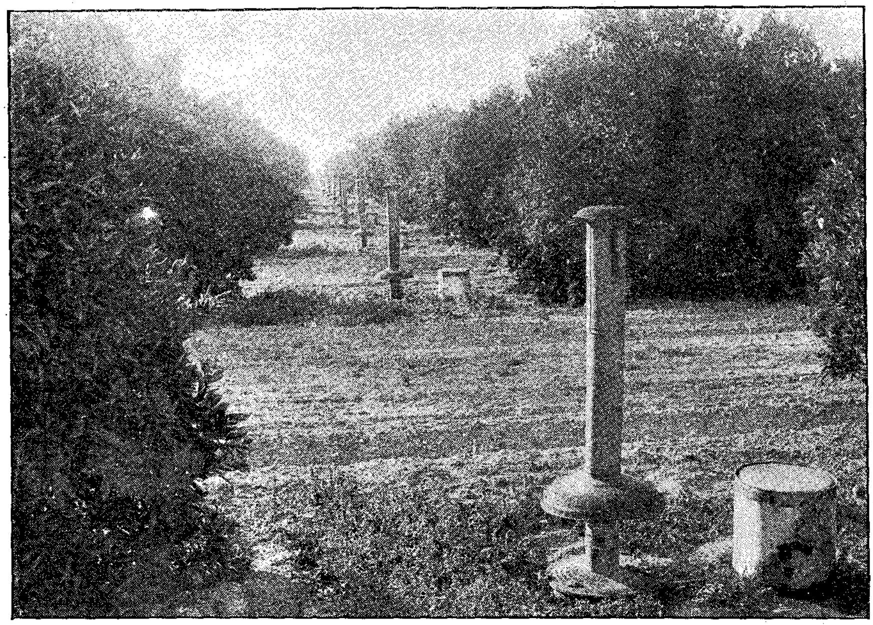
"Frost hit every district alike, except Rialto, Fontana and Bloomington, where high winds prevented serious damage. Favored groves, close to the foothills and with good air drainage, escaped in some districts. No heating was done in central California, but this district of early Navels had shipped its fruit, and the trees, being dormant, did not suffer severely.

"The first official estimate of the California Fruit Growers Exchange of 40 to 50 per cent. damage to the orange crop and 35 per cent. damage to lemons will stand for some weeks until more accurate figures are available. About 1,500 cars of lemons were safe in packing-houses. About 25,000 cars of oranges and 9,500 cars of lemons for the entire season is the shipping estimate. This compares with last year's total of 60,000 cars.

"A high, freezing wind in Ventura County, home of the Limoneira orchards, blew the heat out of the groves, but the damage in the district was limited to about 5 per cent., almost wholly in unheated orchards.

"The Leffingwell Ranch reports a similar cold wind. It cut down some tender shoots, but on the same trees practically all mature lemons and a great many of the blossoms and tender fruits just forming were saved. Here 32 seven- and nine-gallon heaters to the acre were used, and temperatures were raised over 150 acres from 10 to 12 degrees. Near by Mr. W. C. Scheu and the writer found a lemon grower who declared he never would go to the trouble of heating. From appearances at that time his trees will be several years recovering from the damage they have suffered.

"Manager Frank G. Webber of the Sierra Madre-Lamanda Citrus Association, finds 95 to 98 per cent. of the fruit saved in some heated groves and 75 per cent. in others. He was in the lemon grove of Col. Thomas Lambert of Chicago the morning of the 20th when the outside temperature was 20 degrees and that inside the grove 31 degrees, a difference of 11 degrees caused by heating.



Courtesy of "The American Fruit Grower."

"THE ENTIRE CROP SAVED."

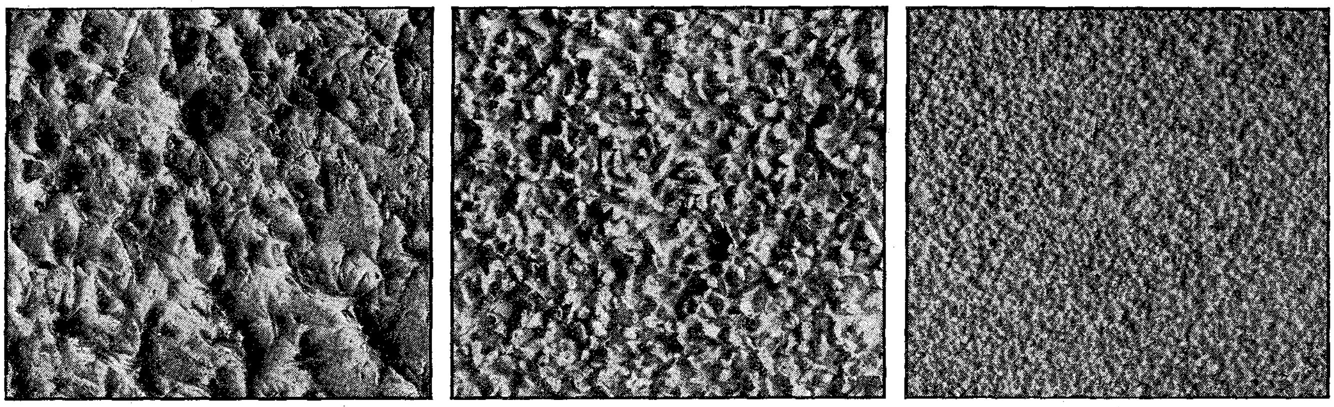
Ten-gallon automatic heaters—forty to the acre—with an extra row 25 feet to windward in an orange grove at Pomona, Calif. The entire crop was saved and the trees were undamaged.

"At Corona 35 per cent. of the lemons and 5 per cent. of the oranges were equipped with heaters. The district suffered lighter damage than others."

In his official capacity Mr. Young tests appliances devised to fight frost, but he finds that nothing will take the place of the orchard heater. A device now being developed by a Pomona grower to create an artificial breeze, however, looks promising and, if successful, will be patented in the name of the Government for the benefit of all growers. In this connection, a zephyr, probably a gust from the Fontana district, blew into Cucumonga for twenty minutes and during that time raised the temperature from 20 to 30 degrees. The mixing of the air strata was the reason. We read further:

"With any heater it is essential to keep out water, or the oil will boil over, and there will be no fuel when fuel is needed worst. This is accomplished by using a cap over the stack and by raising the regulator opening about a quarter of an inch so water will flow off the bowl. To meet the anti-smoke ordinance, high-stack heaters are used, or high stacks added.

"In the Pomona district temperatures were raised about three degrees over all groves by the heating that was done, and and it has been shown by Mr. Young in actual tests that heaters may actually help the grove to leeward more than the grove in which they are lighted. Hence the necessity for a protective row of heaters on the north and east some distance to windward of the outside rows."



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SPONGE FINISH. CORK FINISH. SAND FINISH.

ROUGH WALL SURFACES THAT KILL ECHOES.

KILLING ECHOES WITH PAINT

OBJECTIONABLE ECHOES IN AN AUDITORIUM may be softened, or done away with, by the application of proper paint to the walls. So we are assured by Henry Gardner and William Downie, in a paper on "Paint as an Aid to Proper Acoustic Conditions," read before the International Association of Master Painters and Decorators at Kansas City and now printed as a pamphlet. This subject, Messrs. Gardner and Downie believe, has been much neglected. Every one knows that light in a room may be controlled by the paint on reflecting surfaces, but the similar control of reflected sound seems to have been ignored. A study of this subject is of importance, they say, to the decorator of an auditorium, or even of rooms in schools, offices or factories. They write:

"The principles of acoustics have been developed to such an extent that the only obstacle to precise determination of the effect of design is lack of numerical data on the sound-absorbing properties of different materials.

"Sound waves follow a straight course, but their course is liable to become changed by the obstacles they meet. They are subject to reflection, deflection, conduction or absorption.

"The laws of reflection are analogous in many instances with both light and sound. A ray of light when striking a polished white tile is not much dimmed or altered. The same is true with a sound. Thus when light falls upon the walls of a very rough-painted surface, less is thrown back. Sound waves are also absorbed by such a surface.

"Sound is swallowed up easily by large unoccupied spaces and by all soft, dull-painted surfaces within reach. The audience in any room absorbs much sound by the soft, uneven, unreflecting surfaces which they present. Similarly, all curtains, hangings, and carpets deaden and absorb much sound. When there is too much reverberation in any room, the judicious presentation of a soft-painted, absorbing surface may correct it. In the British Museum reading-room the reverberation was excessive and so the bare floors were covered with cork composition and the chairs and tables covered with leather.

"Foremost authorities on acoustics in the United States are agreed upon the fact that the texture of any material will largely determine the degree to which defective acoustics develop in auditoriums. Reverberation may be due to the defective proportions of a building, the conduction of sound along the walls, or to spaces above the ceilings, below the floors or beyond the walls. Sometimes the general tone of a room is such that it is desirable to increase the reverberation. In such cases, smooth, unbroken, high-plastered walls and plastered ceilings, somewhat square and of lofty proportions, tend to give the desired effect.

"Sound is a form of energy. Energy can not be destroyed, but may be transformed. A hard surface reflects and transmits sound at each impact. A panel or a painted surface containing a sufficient number of fine pores may produce a different action. The sound passing through these pores is absorbed and converted into heat. Paints having a high volatile content, which will cause the formation of minute pores in the film, would be well suited for this purpose. This would suggest a flat wall paint. In many instances, however, such as in factories, it may be desirable and highly advisable to use a gloss or egg-shell finish. In such cases undercoats may be built up with flat finish. It would appear to the writer that in factories in which many machines are operated, such as spinning-mills, a great reduction of noise would result from the use of any one of the three finishes mentioned. Such factories would be quiet as compared to those in which the walls are left unpainted.

"If a room is 'dead,' add metal fixtures just enough to tune up the sound. Hardness of surface aids in making rooms noisy, and this is always likely to occur where smooth, hard wall and ceiling linings are employed, as is the case in what is known as the whispering gallery at St. Paul's. If the walls and ceilings of this gallery were given several coats of paint, it would probably lose its place in the Old World as a mecca for Cook's tourists.

"It has been pointed out that in offices, typewriters, adding-machines and other office equipment, together with conversation and street noises, produce a condition that is fatal to proper mental concentration for the carrying out of good work. Fatigue of the nerves is apparently brought about, and the efficiency of the workers is greatly lessened. One manufacturer has overcome this through the use of a system of so-called acoustical correction, which, briefly stated, consists of the application of a special non-inflammable, vermin-proof felt having very high sound absorption properties. Over this is usually applied a special fabric or membrane susceptible of decoration with a special paint.

"The echo is the final obstacle which takes our interest. Echo is caused by reflection from some obstructing surface. Successive repetitions are termed multiple echoes. The echo is not always a menace, since, as a general rule, rooms are so small that the echoes blend with direct sound. When echo results from the wall, to cure such echo two methods may be considered. One method consists in changing the form of the walls so that the reflected sound no longer sets up the echo. The second method is to make the reflecting wall a good absorber, so that the sound is swallowed up and little or none reflected. Painting the wall accomplishes this. It is less expensive than the other methods and can be easily done. The paint, however, to have the greatest sound-absorbing factor should have the qualities of porosity and flexibility, consequently thickness is a very important requisite. High plasticity is desirable for certain finishes. Several successive coats of paint may be applied, or one heavy coat with the special sand, cork or sponge treatment, as outlined in the illustrations.

"In order to get at least an approximation of the sound absorbing properties of paint, a series of tests was made by one of the writers, using a specially constructed cylinder three feet long and one foot in diameter, placed horizontally on a wooden base. In the center of the cylinder a watch was suspended. The observer then stood with one ear at the open end of the cylinder, and slowly moved away. The point at which he could no longer hear the tick of the watch was marked. The cylinder was then lined with coatings such as are depicted at the top of this page. The results are given below as the averages of several readings by four observers:

GREATEST DISTANCES FROM END OF THE CYLINDER AT WHICH TICK OF A WATCH CAN BE HEARD

Metal wall	40 inches
Metal wall with sand finish paint	19 inches
Metal wall with sponge finish paint	18 inches
Metal wall with cork finish paint	14 inches

"It will be noted from the above results that all of the finishes reduced the carrying properties of the sound over 50 per cent. The amount of sound absorbed will, of course, depend upon the thickness of the paint, the roughness of surface, porosity, and other similar data.

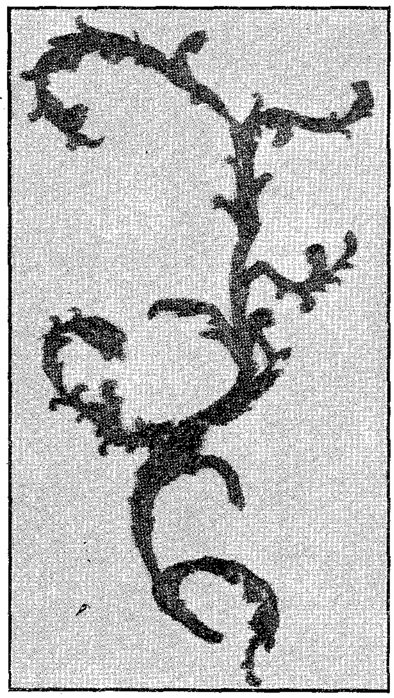
"In a church building that has recently come under our observation the acoustical properties proved to be very unsatisfactory. A reverberation or undue prolongation of the sound existed, and, in addition, echoes were set up. Speakers found their utterances thrown back at them, and auditors all over the house experienced difficulty in understanding what was said. After the decoration of the auditorium with a soft lithopone flat wall paint, it was the consensus of opinion that the acoustics had been very materially improved.

"Another instance where we have been privileged to see the effect of paint was in the dining-hall of a large Eastern country club having a high arched ceiling. A perfect babel of voices prevented conversation during the dinner-hour. The ceiling and walls were given two additional coats of paint, and stippled. Marked improvement was noted.

"When the surface of the walls and ceilings of a certain auditorium where the reverberation was excessive were changed from a smooth plaster to a rough plaster surface created by the circular motion of a barbed trowel, and then painted and stippled, the reverberations were materially reduced.

"That the application of any type of interior paint will greatly lessen reverberation, there can be no doubt. To date there is apparently but little information regarding the sound-transmitting properties of various paints.

"The value of auxiliaries to acoustics, especially the subtler ones, such as paint, are often underrated, since the benefits they produce are less self-evident than the injuries resulting from great defects. If an auditorium is free from echo, the architect is apt to forget to inquire whether music sounds pleasant or speakers feel at ease. The architect who wishes to accomplish most should remember that it is within his power to determine, by the aid of acoustical paint, whether his rooms shall be good or bad music rooms, and whether his churches and auditoriums shall be the joy or the bane of the speakers who use them."



Courtesy of "The Guide to Nature."

GUESS WHAT PLANT THIS IS.

BURNING METAL UNDER WATER—A smashed submarine water-main in New York harbor was repaired with the electric torch recently, by methods borrowed from marine salvage practise, we are told by *The Engineering News Record* (New York). Last month a section of the 36-inch subaqueous cast-iron pipe line delivering Catskill water from Brooklyn under the Narrows to Staten Island, was broken by the spud of a dredge at a depth of 50 feet, and the problem was to remove the damaged section, replace it and get the line back into service. We read:

"The novel and outstanding feature of the operations was the use of an under-water electric torch for cutting out the broken section of pipe, which had a minimum thickness of 1⅝ in. To have attempted this work by drilling or other cutting methods would have been a slow and tedious process. With the electric torch, however, the damaged section of pipe had been removed nine days after the burning began.

"In ordinary water-works practise such methods as were employed on the Narrows siphon will rarely be used, but the under-water cutting of metal has many other engineering applications, and the effectiveness of the tool developed for such work has been demonstrated not only on the Narrows siphon job but on a number of ship-salvage operations. It was for the latter type of work, in fact, that the electric torch was primarily developed. It was employed in salvaging the steamship *St. Paul*, which turned over on her side at a North River pier in New York, April 25, 1918; here the under-water torch was used to cut large drainage holes between compartments. Again, in raising the army transport *America*, which listed and sank at her pier October 16, 1918, drainage holes were cut under water through a number of bulkheads. While both rolled and cast steel have previously been cut under water by the electric torch, the Narrows siphon work represents the first successful submarine burning of the much more refractory material, cast iron."

DOES TOBACCO MAKE ONE TIRED?

THE EFFECTS of tobacco upon the efficiency of persons engaged in strenuous mental occupation have recently been studied at Stanford University, California, by J. P. Bomberg and E. G. Martin, says *Good Health* (Battle Creek, Mich.):

"Telegraph operators were selected as the subjects. As all were smokers, the comparisons were made not between smokers and non-smokers but between heavy smokers and light smokers. Men who smoked much of the time when off duty were regarded as heavy smokers. Those who smoked two or three cigarets before work at noon and after work, or smoked two pipes or one cigar a day were considered as light smokers. None of the operators smoked when at work. There was also a group of women who were non-smokers whose performance might be considered as establishing a standard for non-smokers, altho this is hardly fair, for the reason that it is reasonable to expect of the average man a greater degree of endurance than that of the average woman. The results of the research showed the relative efficiency of the heavy smokers, light smokers and non-smokers to be as 38 for the heavy smokers, 40.1 for the light smokers and 46.6 for the women. From this it appears that the efficiency of heavy smokers was 95 per cent as compared with the light smokers and 80 per cent. as compared with the non-smoking women. This is certainly a bad showing for the smokers."

In this connection a process for rendering tobacco innocuous, while still remaining agreeable, is of interest. The *Bibliotheque Universelle* (Paris) says that it has been strongly recommended by a French physician to a medical committee at Bouches-du-Rhône. We read:

"This process is simplicity itself, consisting merely in adding to the tobacco the stamens of the little plant known as 'colt's-foot.' Dr. Ambial declares that he can smoke thirty cigarets a day of this mixture without inconvenience. The only change noticeable in the tobacco, which retains its aroma perfectly, is that it seems to acquire some resemblance to Oriental tobacco."

WHAT PLANT IS THIS?—Many of us, writes Herbert W. Faulkner of Washington, Conn., in *The Guide to Nature* (Sound Beach, Conn.), have seen flowerlike snow crystals, but who has ever found a specimen of this strange and beautiful plant, pictured in the illustration above, which he discovered in the wintertime? He continues:

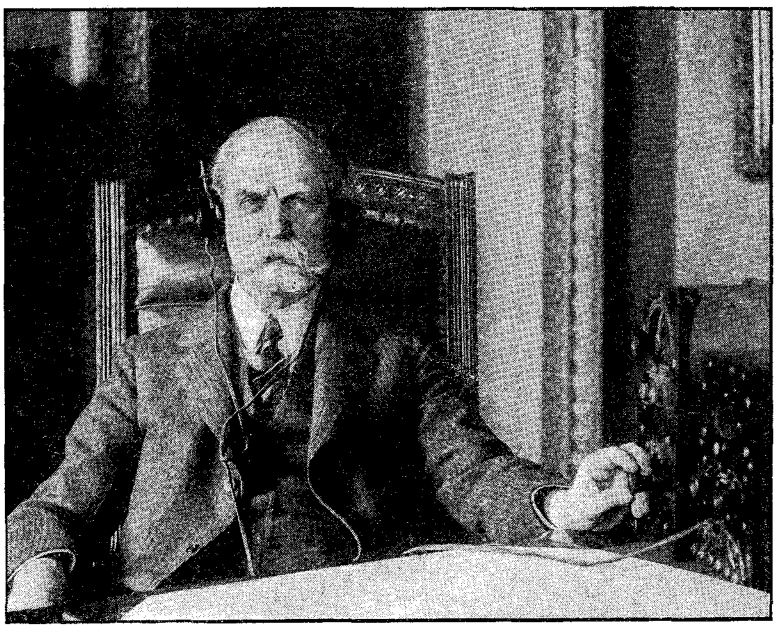
"My nephew brought it in to me from a winter's walk along the railway, and I at first mistook it for seaweed dried under pressure, and was much surprized to discover that the beautiful and delicate spray is made of steel. My nephew found many of these 'plants' on the snow close beside the rails, where the wheels of heavy locomotives had shaved off thin scales of steel which had curved and twisted into exquisite forms strangely imitating mosses or seaweeds with all their beauty and charm. Of course these steel shavings are frequently forming unobserved and soon dissolve in rust, but in winter they are easily seen upon the white snow."

RADIO ▾ DEPARTMENT

ASTONISHING GROWTH OF THE RADIOTELEPHONE

AN ARTICLE BY MR. ARTHUR RUHL, in *Leslie's Weekly* (New York), records the writer's feelings after hearing his first radio concert, and gives a popular account of the amazing recent growth of interest in radio, which Mr. Hoover is quoted as describing as "one of the most astounding things that have come under my observation of American life."

Under a picture that shows a family group of three generations "listening in," we find a caption which summarizes the situation thus: "For a time interest in the wireless telephone was confined to a few sapient scientists who talked a jargon that failed to arouse any enthusiasm with the ordinary mortal. Then the small boy suddenly discovered that he could have a world of fun with a 'radio' telephone. Presently the small boy's elders became interested. Men, women and children caught the wireless fever, and as a result to-day there are in this country over 600,000 persons who own apparatus with which to receive wireless messages."



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SECRETARY HUGHES ENJOYING A MUSICAL NUMBER

On the radiophone outfit recently installed on his desk in the State Department.

Mr. Ruhl gives us illustrations of the reaction of some of the listeners to the messages that come to them out of the air. For example:

> "An Englishman, employee of a power company buried somewhere in the Canadian snows, wrote the other day to the American company which 'broadcasts' a daily wireless-telephone service—news, music, sermons, crop and weather reports and so on—from Newark, N. J.:
>
> "'I stept outside the shack for a while, while they were listening to you inside. It was a cold, clear, bright night, stars hanging like jewels from the sky, five feet of snow, 42 below zero, not a sound but the trees snapping in the frost, and yet, if everybody only knew it, the air was full of sweet music.
>
> "'I remember the time when to be out here was to be out of the world—isolation complete. Not a soul to hear or see for months on end. Six months of snow and ice, fighting back a frozen death with an ax and stove wood, in a seemingly never-ending battle.
>
> "'But the long nights are long no longer—KDKA (call name for one of the transmitting stations) and WJZ are right here in the shack shortly after sundown, and you come in so plain that the dog used to bark at you, even tho I had the headphones clamped tight on my head. He does not bark any more. He knows you the same as I do—just pricks up his ears at first, then sits blinking at the bulbs and listens. . . .'
>
> "In the offices of the 'broadcasting' companies you will find hundreds of letters of this sort—not so eloquently exprest, perhaps, but each telling, in its way, how magic came out of the air to people listening scores of hundreds of miles away. There are letters full of technical jargon which the writers themselves wouldn't have understood a year ago, probably, and which the greater part of the intelligent public wouldn't understand to-day—the use of 'broadcast' as a verb is a matter of recent months. There are letters from invalids who listened to concerts or sermons from their beds; from farmers or farmers' wives, grateful for news of market prices; from ships' officers at sea; and from the American small boy, whose interest in the wireless telephone is so important an element in the development both of the telephone and of the small boy himself, that the Government, the other day, in the person of Mr. Hoover, announced its intention to protect it.
>
> "The present popularity of the wireless telephone began with the establishment of powerful 'broadcasting' stations which send out a regular daily program of news, special talks of various sorts, sermons and music. The waves are flung out into space, they spread in concentric circles just as the waves spread on a quiet pond when a stone is flung into the water, and all the individual has to do is to hang up his aerial wire, attach it to his receiver and anything he can pick up is his. No thought or bother, but something going on every hour on the hour, and in the evenings a regular concert.
>
> "About one-tenth of the population of the United States can be served by WJZ (Newark, N. J.)—by its everyday, normal broadcasting, that is to say, and not considering the chance conditions that permit messages to be picked up somewhere in the Pacific. Among the other well-known stations are KDKA at East Pittsburgh; WBZ at Springfield, Mass.; KYW at Chicago (all these Westinghouse); 1XE (Amrad) near Boston; WDY (Radio Corporation), Roselle Park, N. J.; 6XG (Atlantic Pacific) at San Francisco; 6XG (Meyberg) at San Francisco, and 6XAK (Meyberg) at Los Angeles.
>
> "There are stations at various colleges. The physics department of the University of Wisconsin broadcasts over a radius of sixty miles in broad daylight and further at night. (Radio waves carry better at night than in the daytime and better in winter than in summer). The University sends out weather reports, market and other news of special interest to farmers, concerts and so on, and it has issued mimeographed forms so that the receiver can jot down the information picked up with a minimum use of time.
>
> "A typical week's program broadcasted from WJZ recently included a Sunday sermon, stories for children, talks on such varied subjects as play-writing and hygiene of the mouth, 'how to make a house into a home,' and writing scenarios for the movies and all sorts of vocal and orchestral music. Naturally most of this station's broadcasting is picked up in the New York neighborhood by people with inexpensive home receiving sets. When the distance is greater than fifty miles, a set with what is called a 'vacuum tube detector' instead of the cheaper 'crystal detector' is generally necessary, and such a set may cost anywhere from $50 up. As the distance increases there must be amplifying apparatus and other refinements. Roughly speaking, and considering comparatively short distances, it is said that the cost of wireless telephone receiving apparatus is about $1 for every mile of distance from the transmitter."

THE RADIOTELEPHONE ON THE FARM

IN AN ARTICLE in *Wallace's Farmer* (Des Moines, Iowa), Mr. A. M. Price calls attention to the advantages of radio for the residents of rural districts, and incidentally shows that the Middle West is well in the van—as it is wont to be in worth-while matters—in the conduct of that newest form of public-utility, radio broadcasting. In familiar style he thus addresses his readers:

"How would you like to sit in your own living-room, after the chores are done, and be able to talk to a far-distant friend or relative; or listen to a lecture being delivered by some prominent speaker in a distant city—Chicago, New York, or Denver, perhaps; or enjoy a good opera performance being given in Chicago; or listen to the music of an orchestra or band playing in St. Louis or St. Paul; or, perhaps, move back the furniture, roll up the rugs and dance to the music which has its origin many miles away?

"How would you like to know every evening what kind of weather the latest returns of the Weather Bureau indicate that the morrow will bring; what the hog market is, the egg market, or the corn market; in fact, what the closing price of the day happens to be on any product you have for sale?

"The government bureaus are cooperating with the needs of the farmer by sending out daily weather forecasts and storm warnings, market reports and correct time signals.

"In addition to the advantages of the radiotelephone just mentioned, there are numerous other advantages. The radiotelephone brings the world to the operator's finger-tips. He may listen to the news of a flood in Colorado, a train wreck in New York, a new attempt to go over Niagara Falls in a barrel, or whatever the latest news may be; relatives and friends living miles apart may keep in close touch with each other. Phonograph, instrumental or vocal music is as easily transmitted as the human voice, and all may be heard with the same set of receiving instruments.

"There is a certain grocer in Des Moines, Iowa, who talks to his customers by radiophone, giving them prices on staple goods and advertising his special sales. Many people within a good radius listen to his reports, spread the news to their neighbors and then go to take advantage of the special sales.

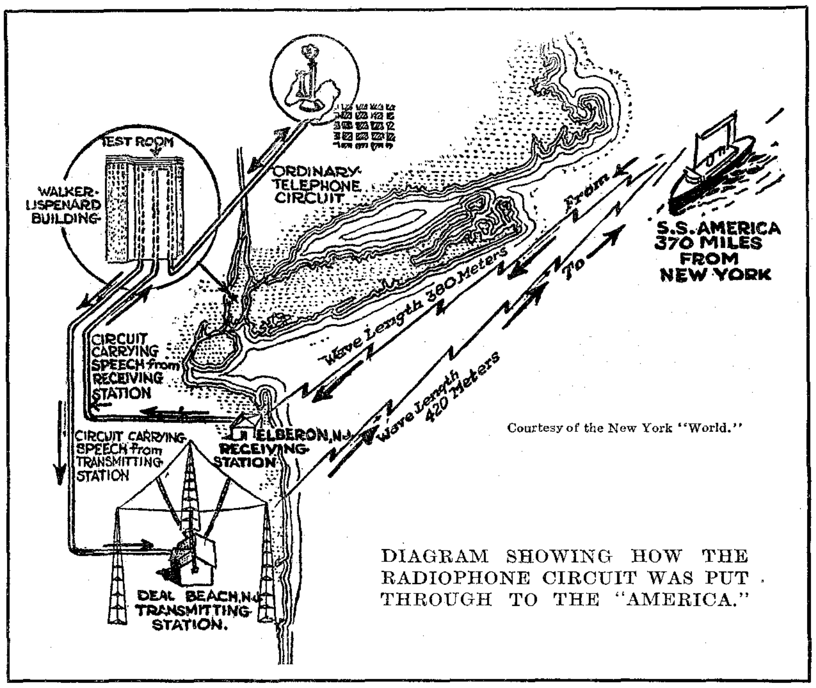
"Operas, orchestra music, band concerts and lectures may be heard without the trouble and expense of going to the theater, auditorium or lecture-hall. If one has a knowledge of the International Morse code, many additional things of interest may be heard by using the same instruments as for the radiotelephone.

"The following is a partial list of the stations operating regularly and which can be heard in the Middle West. The government stations at Washington, Chicago and New Orleans send out correct time signals, news and weather forecasts; the Iowa State University station at Iowa City and the Iowa State College station at Ames work during the evenings; general news items transmitted twice daily and musical concerts sent out Sundays is the program from the Denver station; the Nebraska State University station at Lincoln sends out concerts every evening."

The suggestion that the farmers of Iowa and Nebraska may listen to records sent from New York, Washington, New Orleans, or Denver would imply that the Middle Westerner is expected to use a multiplex-vacuum-tube radio equipment of the most approved model. And why should he not? One recalls that the value of farm acreage in Iowa more than doubled in the decade 1901-1910. The Hawkeye farmer has but to "cleave to his acre" to attain opulence, and with radio equipment, as with other labor-saving and pleasure-giving mechanisms, none but the best should be good enough for him. Then, too, in the matter of far-listening he may hope to emulate the example of Dr. Taylor, of the University of North Dakota, one of whose specialties is the picking up of messages from Europe on one hand and Japan on the other.

COMBINING RADIO AND WIRE TELEPHONY

THE NEWSPAPERS VERY APPROPRIATELY gave a good deal of space a few weeks ago to accounts of a feat in radiotelephony that is regarded as the augury of a new era in practical communication between ship passengers and their friends ashore. The distinctive feature of the episode consisted of the combination of ordinary telephone and radiotelephone, permitting a direct conversation between an inland telephone station in Connecticut and a steamship three hundred and seventy miles out from the port of New York. The New York *World* gives a graphic diagram which shows the channels of communication in both directions; and the Pittsburgh *Sun* makes the following suggestive comment:


TEST ROOM
WALKER-LISPENARD BUILDING
ORDINARY TELEPHONE CIRCUIT
CIRCUIT CARRYING SPEECH from RECEIVING STATION
CIRCUIT CARRYING SPEECH from TRANSMITTING STATION
ELBERON, N.J. RECEIVING STATION
DEAL BEACH, N.J. TRANSMITTING STATION.
Wave Length 380 Meters
Wave Length 420 Meters
From
To
S.S. AMERICA 370 MILES FROM NEW YORK

Courtesy of the New York "World."

DIAGRAM SHOWING HOW THE RADIOPHONE CIRCUIT WAS PUT THROUGH TO THE "AMERICA."

"When the president of the American Telephone and Telegraph Company, from his home in Connecticut, conversed with the captain of the United States liner *America*, 370 miles out from New York, the highest pinnacle apparently was reached in the development of wireless communication. The imagination can not go much farther without accepting telepathy as being among the practical possibilities. There will be great improvements, of course, in radiotelephony, but no radical change in the essential features seems likely.

"It is estimated that 200,000 persons heard the conversation between the telephone company officer and the captain of the steamer. They were amateur radio operators who 'listened in.' The absence of privacy in radio communication is objectionable, and may prevent its wholly superseding the 'old-fashioned' telephone and telegraph.

"Plans are already being made to put telephones into the staterooms of steamers, and the American Telephone and Telegraph Company and the Radio Corporation of America announce their willingness to connect land telephone subscribers with ships either in the Atlantic or Pacific oceans as soon as the public demands it. Such conversations soon will become commonplace.

"The time has arrived when the nomenclature and terminology of wireless communication should be revised and simplified. For wireless or radiotelegraphy and telephony there should be substituted a single short word. Appropriate verbs meaning to send or receive such a message also should be coined. The mistakes made in coining names for other recent inventions should be avoided. The automobile was first called the 'horseless carriage.' 'Automobile' is an unsatisfactory substitute because its length causes variation in the pronunciation, some persons placing greatest emphasis on the first syllable and others on the penult. 'Aeroplane' was also an awkward word, generally mispronounced. The War Department did well to change it to 'airplane.' It is to be hoped that such errors will not be made in devising the terminology of wireless communication."

A LIFE-BOAT EQUIPPED WITH RADIO

WE HAVE HAD OCCASION to note that there is a striking tendency in modern radio practise to get away from the sky-high antenna. For receiving apparatus in particular, it is quite feasible to do this, provided you have an up-to-date equipment of vacuum-tube amplifiers. The so-called loop antenna is becoming increasingly popular, and numberless amateurs are experimenting with plans to cut out the aerial. And not the amateur only. The New York *Times* gives an account of a successful effort made by the United States Coast Guard Service in cooperation with the Bureau of Standards to apply a modification of the loop antenna idea to the equipment of motor life-boats.

"Heretofore the principal objection against the use of radio by life-boats was that the apparatus was too bulky and projected over the deck level of the boats, and as most of the rescue work is performed in stormy weather its installation was deemed impracticable and unsafe. No loose wires above, in or under the boats is permissible, since these would interfere with the proper handling of the boats and the throwing of lines. For this reason the installation of a small antenna of the ordinary elevated type, even a short distance above the deck, would be very undesirable.

"After considerable investigation it was decided that a coil antenna offered the best prospects for success. A coil antenna need not be insulated from the earth to give good results. Two vertical pipes grounded at each end and having a connection made across their upper ends have been used successfully for this purpose, and several years ago two members of the staff of the Bureau of Standards developed a coil antenna for use on submarines, consisting of a single wire elevated a short distance above the submarine and connected at each end to the metallic hull of the vessel. This constituted a single-turn coil antenna of which the hull formed a part, and successful communication has been carried on with a submarine so equipped.

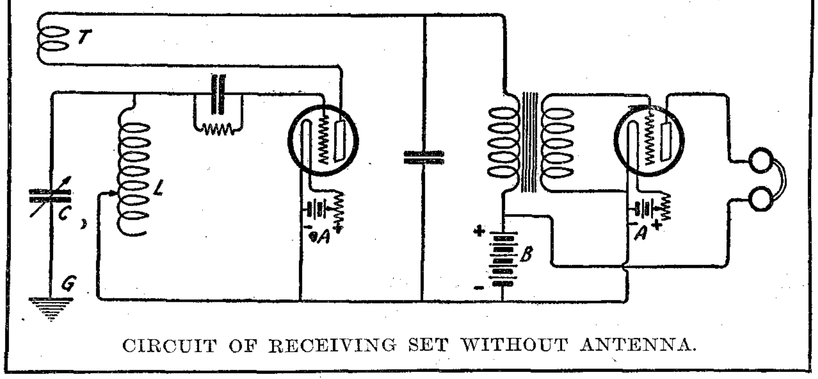
"A similar arrangement was adopted on the motor life-boat for the Coast Guard. The boat on which the installation was made was thirty-six feet long, driven by a gasoline engine and was equipped with a heavy metal keel. The receiving and transmitting set was installed on the boat as far forward as possible and from it a wire was run forward connected to the keel, while two other wires, heavily insulated, were run aft along the guards and also connected to the keel. A particular kind of coil antenna was thus formed, of which the keel constituted a part.

"This arrangement was satisfactory from a navigating point of view. The transmitting apparatus used at the station and on the boat were identical and consisted of a 5-watt radio telephone set. The wave-length used for transmission from the boat was 380 meters and that used for transmission from the shore station was 675 meters. The receiving equipment used included an amplifier employing three stages of radio-frequency amplification and two stages of audio-frequency amplification and was specially designed for the wave-length used. This apparatus as installed on the boat was extremely compact."

It is said that the test has proved so satisfactory that a number of the more important Coast Guard Stations will soon have radio telephones installed, enabling them to keep in constant communication with boats engaged in rescue work. Thus radio registers another practical triumph.

A RECEIVING-STATION WITHOUT AERIAL

THE AERIAL IS THE ONLY PART of a radio outfit with which the average layman has personal acquaintance. It is also the part the installation of which the novice finds most bothersome. The beginner is assured that he can not do without it; but there is a growing body of evidence that any fairly accomplished amateur, equipped with the modern type of regenerative receiving outfit, may garner messages with a compact tuning coil, omitting the aerial to which this apparatus is usually attached. In *Wireless Age* (New York), Mr. Lee Sutherlin tells how he has personally accomplished this feat.



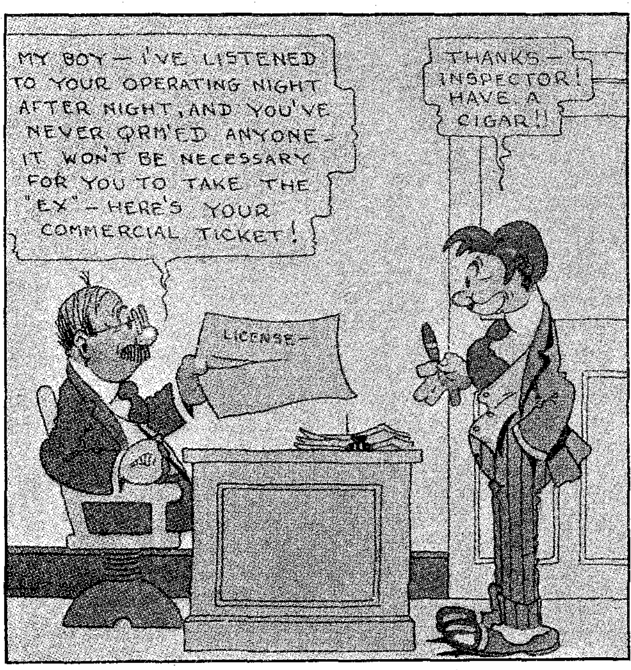
CIRCUIT OF RECEIVING SET WITHOUT ANTENNA.

"These are days when so many things are being done in radio telegraphy and telephony that most of us are inclined to take much of the new development as a matter of course. If we consider all of the minor details of receiving circuits we soon find that there are scores of different ones. The exact circuit to be used in any case usually depends upon the apparatus at hand.

"The accompanying diagram shows a circuit which can be made up by using a small amount of relatively simple apparatus, to be used without an aerial. The values of the constants of the circuits are the same as those used in any ordinary short-wave receiver with one stage of audio amplification. It is not necessary to use separate 'A' batteries as shown. The tuning is accomplished by varying L (inductance) in steps and making fine adjustments with C (variable condenser). The ground employed was the water pipe of a local heating system.

"Using the above circuit, the writer, located just outside of Washington, D. C., was able to hear the concerts sent out by KDKA, the broadcasting station of the Westinghouse Electric and Manufacturing Co., at East Pittsburgh, Pa. KDKA was using 650 watts in the antenna. During the past year while located in Pittsburgh, Pa., I often heard the high-power stations of the East Coast and Canada with a single tube and without an aerial."

NEWS BY RADIO FOR RAIL PASSENGERS—The Chicago, Milwaukee and St. Paul Railway, we read in the New York *Evening Post*, has equipped its trains with a radio system for the benefit of passengers. It seems that arrangements have been made for the installation of complete radio systems in the club cars of the Pioneer Limited trains between Chicago, St. Paul and Minneapolis. All news of the day will be received.


MY BOY — I'VE LISTENED TO YOUR OPERATING NIGHT AFTER NIGHT, AND YOU'VE NEVER QRM'ED ANYONE — IT WON'T BE NECESSARY FOR YOU TO TAKE THE "EX" — HERE'S YOUR COMMERCIAL TICKET!
THANKS — INSPECTOR! HAVE A CIGAR!!
LICENSE

Courtesy of "Radio," San Francisco.

THINGS THAT NEVER HAPPENED!

LETTERS AND ART

LITERATURE DRAMA MUSIC FINE-ARTS EDUCATION CULTURE

OUR LIMPING CIVILIZATION

AMERICANS MUST LOVE to have their ears boxed by foreigners, else their newspapers would not be so hospitable to the "opinions" of foreign visitors. In one issue the New York *Herald* has four different articles dealing with different phases of American civilization from which one might derive the conviction that such a commodity has no existence in fact. Our critics in these cases are British and French. One of the former declares that "any citizen of the United States who strives to be an artist in his own land finds himself practically without patronage for the simple reason that Americans in general have no critical faculty whatever." This is a bouncer and may be considered in the light of the fact that Mr. C. R. W. Nevinson, who makes it, complains that he couldn't sell his pictures here. Of course, he hurriedly goes on with a magnificent disclaimer: "Any Americans who have the idea that I am merely annoyed by a lack of financial success among them are quite wrong; on the contrary, I regard that failure as a splendid compliment." Here is even more critical magnanimity:

Courtesy of the New York "Sunday Herald."

"UNPREJUDICED AGAINST THE UNITED STATES."

Mr. C. R. W. Nevinson, a British artist, whose works did not sell here, avers that "Americans in general have no critical faculty whatever."

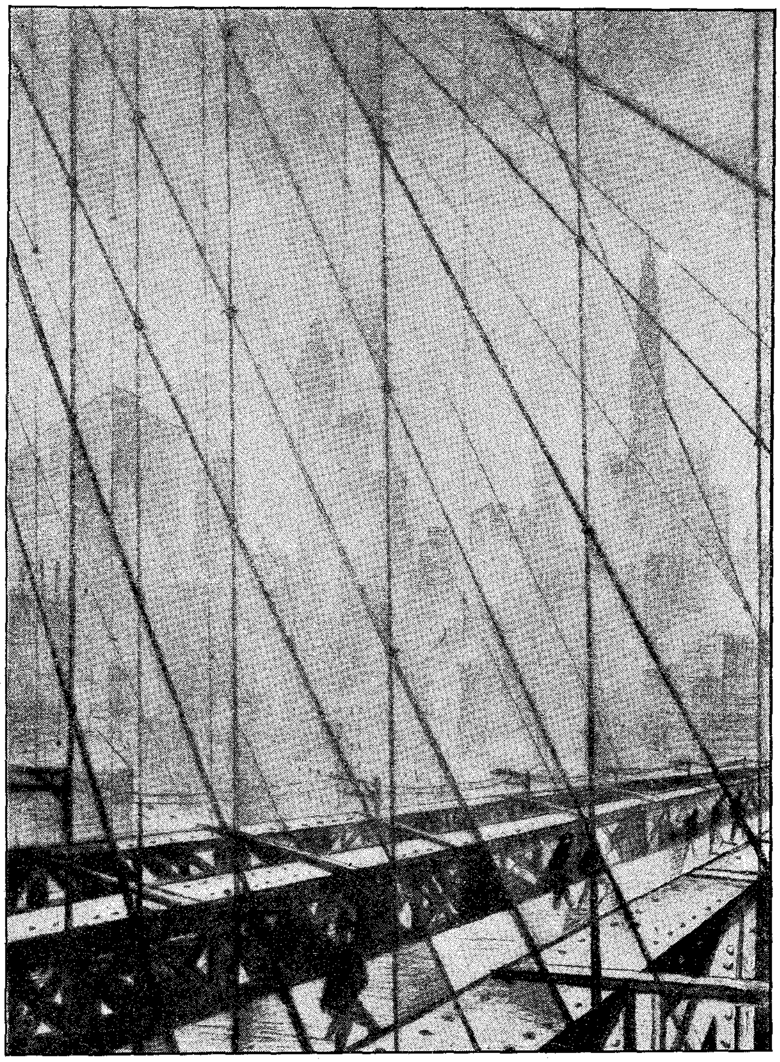
> "It is they who are annoyed that it should have occurred to a stranger to go out and paint New York, the most wonderful city in the world, when American artists were being driven across the Atlantic to paint old bits of Paris.
>
> "'My!' they said to themselves in wrath, 'that you should have painted *our* city!'
>
> "I am, then, not in the least bit prejudiced against the United States. I still believe that their holy city is the most wonderful city in all the world. I think that American architects are the only architects we have. I think that Americans have the opportunity of being great sculptors.
>
> "Their Russian and German element are keen supporters of music. The population in general has a fine feeling for literature. And when one comes to the art of living, I agree that the American hotel is an admirable institution. Yet just as they have nothing in the United States quite like the quiet dignity of our Claridge's so in pictorial art the American citizen must come to Europe, and particularly to London, if he is to keep abreast of his own generation.
>
> "They see that for themselves in so far as the acquisition of paintings of another day goes. Thanks to English buyers who spend most of their time in Europe, America has now many art collections which I willingly grant are first-rate. Yet because of that lack of a living critical faculty they will only buy the gilt-edged dead. They are unaware that in the world to-day there are several artists as good as Degas, the equal of Monet.
>
> "Here emphatically they have lost their courage. They are afraid to buy what they like; they rely entirely on the auction-room value. To read the American art news is like reading our *Financial Times*. The American art critic has no use for a picture which does not tell a story. . . .
>
> "An explanation of the death of the critical faculty in American art is that nobody has the facilities to see modern paintings. They have facilities to read books. They have patronage for architects and sculptors. They have facilities for the illustrator; for the painter—no. There is no system of distribution; in all the big cities of America outside New York there are not more than fifty dealers. Facilities do exist, scholarships and art schools, and so forth, for driving a man into art, but nothing is done for him when he ought to be earning his living.
>
> "They will say nice words in praise of American artists and they will support the growing chauvinist movement for American art. But they will not buy American pictures; that is the last step that occurs to anybody. In this respect the women are more responsible than their men.
>
> "The absence of a critical faculty not only impels Americans to trust the auction room, to invest in the gilt-edged dead, to avoid their own native talent. It has the most alarming consequences for the artists themselves. The real artists of New York, by whom I mean the adventurers in art, the creators, have to earn their living as draymen or waiters, achieving their intellectual work when they are dead beat with manual labor."

Perhaps Mr. Nevinson wishes to be taken as speaking "ironically" for we find in his "farewell to America," printed in the London *Nation and Athenaeum*, this amid much of a similar nature:

> "Good-by to the land where grotesque exaggeration is called humor, and people gape in bewilderment at irony, as a bullock gapes at a dog straying in his field! Good-by to the land where strangers say 'Glad to meet you, sir,' and really seem glad. I am going to a land of ancient speech where we never say we are glad to meet a stranger, and seldom are; where humor is understatement and irony is our habitual resource in danger or distress; where children are told they are meant to be seen and not heard, where it is 'bad form' to express emotion, and suspenders are a strictly feminine article of attire. Good-by, America! I am going home."

Turning to a French critic, we find that Professor Albert Feuillerat says something of the same kind of American students. Residing temporarily at Yale he finds that "in things of the mind the American student is too docile." His faith in his teacher is so great that it "blunts the critical sense and the desire for originality." Writing in the *Revue des Deux Mondes* (Paris) of his "Six Months at Yale University" he says:

"I have sometimes wished to encounter more resistance to my ideas, less admiring submission. It is a curious thing, these young men, capable of throwing themselves madly into battle, these born adventurers who find fierce delight in surmounting real obstacles, are almost pusillanimous when they have to engage in a struggle with ideas.



Courtesy of the New York "Sunday Herald."

"MY! THAT YOU SHOULD HAVE PAINTED OUR CITY!"

Said Americans to Nevinson, astonished at his painting New York.

"That comes without doubt from their being trained to learn rather than to think. It is a tendency of education which when pushed to excess reacts against the end sought. In all stages of education students are urged not to lose sight of the real. Whether in a drawing, in mathematics, in history, always the same desire appears to make knowledge of practical utility. All that is purely bookish is condemned, all that is based on observation is lauded. Thus is developed little by little the idea that in all mental work the facts are the essential thing, that without them the thought is of no consequence. A great truth in itself, but one which leads by a treacherous descent to the error of supposing that the facts are more important than the thought, that they are the only things that count.

"The best among the students rebel against this narrow dogma; a great number, I fear, accept it implicitly as indisputable. One sees it in the avidity with which in newspapers, in lectures the public seeks concrete facts, anecdotes, in short, everything that is called information. One sees it in the taste for statistics which is general, and in this art Americans are past masters. Now what is the pursuit of statistics but the idolatry of facts erected into a science?"

A third protestor, served up by the *Herald*, is of American origin but of European training and alliance. She is Marquise Clara Lanza, daughter of Surgeon-General Hammond of the Union Army, and a friend and collaborator of George Moore. She writes thus of our present-day school of realistic fiction:

"What passes for realism in fiction has all the earmarks of a pose. It is modernism gone mad. It is not a truthful exposition of life, nor does it give us anything worth while. Select a batch of the most widely read and discust novels of recent publication —'Main Street,' 'Erik Dorn,' 'Moon Calf,' 'Cytherea,' 'Brass' and those much lauded English importations, 'Ursula Trent,' 'Coquette' and 'Dangerous Ages'—and what do we find? Not one fine or noble character, not a single sentiment reflecting the higher and better emotions of the human heart. The best of the lot is perhaps '*Doc' Kinnicott* in Sinclair Lewis's 'best seller,' who at times arouses in us something akin to admiration. But as a whole they are a sorry crowd. The women, when they are not insufferably dull or neurotic, are pleasure-loving dolls without sufficient moral stamina to prevent their toppling headlong into the first pitfall that yawns before them. On every page Sex stalks triumphant. The men believe in nothing. They are superegoists, devoid of ideals and aspirations, hard, arrogant and vicious. All, men and women alike, are soulless, spiritually dead, disillusioned and weary of existence before they have begun to live. We search vainly for the refreshing touch of humor so prized in the novelists of old, and we fail to sense that redeeming breath of genius that renders the author a law unto himself.

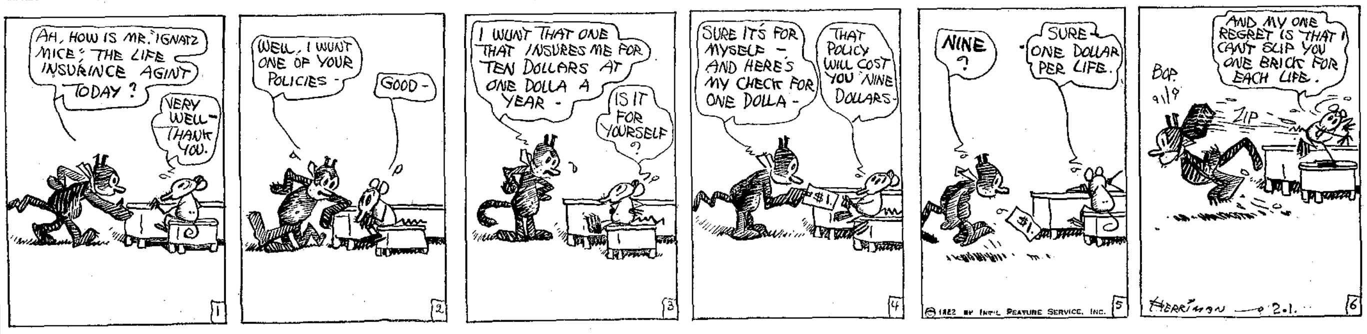
"Much has been said and written concerning the superior workmanship displayed by these young writers, but, with one or two exceptions, I have not been able to discover it. The style of 'Main Street' is that of a reporter on a daily paper, correct enough, but totally lacking in distinction or grace. In 'Erik Dorn' it is jerky, blazing and sputtering along like a pack of firecrackers to which a lighted match has been applied. In 'Cytherea,' with its two sharply contrasted types of womanhood—the mother and the harlot—which is the whole book, the sentences are often so clumsily constructed that one has to read them over several times before the author's meaning can be grasped. In 'The Narrow House,' tremendously praised, we are introduced to the most disgusting family conceivable, described in choppy syllables, and with a *Leitmotif* that impels the various members to dash up-stairs at stated intervals and cast themselves upon beds and chairs."

COMING OF THE GUITRYS—Despite the great tide of travel to France, and America's supposed love for the French people, the art of the French stage has never gained a strong popularity with us. But managers are courageous and a new venture is promised for next season. If Lucien Guitry and his son Sacha come before the American public next season we shall see, says the New York *Herald*, "two of the most beloved actors of the Paris stage of to-day." For—

"They represent the theater of France in its most modern manifestation. The senior Guitry has never been seen here. The son is known to America through the performance of his plays. David Belasco has produced in his inimitable fashion 'Deburau' and 'The Grand Duke,' and before these two works 'Sleeping Partners,' a London adaptation of 'Faisons un Rêve,' had been seen. So the dramatic work of Sacha Guitry is already fairly well known here.

"If these actors are accompanied by a selected company of French players, the modern theater of Paris will be well represented before our public. A really typical series of performances in French has not been seen here in some years. The seasons of the Vieux Colombie were scarcely characteristic of the French theater of the day. Jacques Copeau had a number of revolutionary, if interesting, theories which had not even taken root in the theater of his own land before they were transplanted to the sandy soil any enterprise in a foreign tongue must always find in New York. He has reopened his Playhouse of the Old Dove Cote on the banks of the Seine and the French public is said to be

KRAZY KAT. NO BUSINESS


AH, HOW IS MR. IGNATZ MICE: THE LIFE INSURINCE AGINT TODAY?
VERY WELL— THANK YOU.
WELL, I WUNT ONE OF YOUR POLICIES -
GOOD -
I WUNT THAT ONE THAT INSURES ME FOR TEN DOLLARS AT ONE DOLLA A YEAR -
IS IT FOR YOURSELF ?
SURE IT'S FOR MYSELF — AND HERE'S MY CHECK FOR ONE DOLLA -
THAT POLICY WILL COST YOU NINE DOLLARS -
$1.
NINE ?
SURE — ONE DOLLAR PER LIFE.
$1.
BOP.
ZIP
AND MY ONE REGRET IS THAT I CAN'T SLIP YOU ONE BRICK FOR EACH LIFE.
©1922 BY INT'L FEATURE SERVICE, INC.
HERRIMAN 2.1.
1
2
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6

—Herriman in the New York *Evening Journal.*

growing fonder of his combinations of the literary drama and a new scheme of decoration.

"Maurice Grau, who lived much of the time in Paris, never grew weary of exploiting the stage art of France, whether it happened to be lyric or dramatic. Under his management, Sarah Bernhardt made all her appearances in this country so long as he lived. Then he was tireless in importing other favorites, including Jean Mounet-Sully, Jane Hading, Gabrielle Rėjane and Constant Coquelin. There was a certain degree of idealism in these efforts, since Sarah Bernhardt alone repaid financially his own outlay.

"To this day she holds the distinction of being the only actress playing in a foreign tongue who ever met here with any considerable degree of material success. If any other distinguished visitor came near to sharing this fame it was Eleonora Duse. For the other artists there was every kind of appreciation except that which expresses itself most effectively at the box office.

"Times have changed and it may be that the theater-going public of the day is sufficiently cosmopolitan to support a not too extended season of plays in French. Knowledge of the language is every year more wide-spread. There is increasing interest in the theater in every form. So it may be that the visit of these players will rival Mme. Bernhardt's unique achievement."

A JAZZ BALLET

REAL AMERICAN BALLET has made a beginning in a jazz composition that can't be fox-trotted. This is not saying that there have been no other attempts at American ballet. When Henry Gilbert wrote the "Dance in the Place Congo" there was a glorification of an old New Orleans ritual, but critics found the music itself not so far unrelated to some of its European congeners. Europe could lay no claim to John Alden Carpenter's "Krazy Kat" ballet, for the scenario found its birth in the comic strip that George Herriman contributes to the New York *Evening Journal*, and the jazz element of the music is American *sui generis*. When the Adolph Bolm Ballet organization gave some recent demonstrations of this work the audience grinned at the "funny noises that were meant to be funny." There was "nothing arty about this exhibit," says Deems Taylor, writing in *Vanity Fair* (New York), and singling himself out from his brother critics as almost the only one who liked the Carpenter ballet. Of course—

"You know 'Krazy Kat,' don't you—that classic of the comic 'strip' created by George Herriman, wherein the traditional relations between cat and mouse are reversed, and *Krazy*, he of the indeterminate gender, is perpetually being beaned with a brick by *Ignatz Mouse?* It is of what might be called the internecine school of humor: either you are pro-Kat, and pity the antis, or you are anti-Kat, and *conspuez les pros!* It's like Alice in Wonderland or French oysters: you worship or loathe. Carpenter's ballet was obviously the work of a pro. *Krazy* and *Ignatz* and *Offiser Pup* and *Joe Stork* were all there, amid scenery devised by the master hand of George Herriman himself. The plot involved *Krazy's* preparations for a Grand Ball, the coming of *Ignatz Mouse* disguised as a katnip merchant, *Krazy's* undoing by a sprig of katnip, and his final beaning at the hand—and brick—of *Ignatz.*

"The music critics didn't like it much. Several of them had never heard of *Krazy Kat*, and displayed a disposition to lecture the composer for wasting his time on such lowbrow material. And yet . . . I don't know. Perhaps some of us, that afternoon, realized a little more clearly just what 'American' means. For the ballet, and Carpenter's setting, are utterly of America. No composer of any other nationality would have chosen just that subject, and only Stravinsky, in all the world of music could have written as good a score for it.

"I heard one listener remark contemptuously that he could hear 'that sort of thing' done better at the Music Box Review or any vaudeville house. But he couldn't. The 'Krazy Kat' score, for all its broad burlesque—its vulgarity, if you like—is a logical, well-developed piece of dramatic composition. Its themes are low comedy, but what makes them effective is the immense technical skill with which they are handled. The orchestra is small, and the instrumentation is jazzy; but it is sophisticated jazz. Only a man who had orchestral timbers at his finger-tips could have produced such grotesque tone colors with such limited means.

"Not that we need take 'Krazy Kat' too hard. Dadaism is as demoralizing as highbrowism, and jazz isn't going to be the salvation of American music any more than Bud Fisher is going to be the salvation of American painting. But 'Krazy Kat' is good fun, and no more to be sniffed at than 'Gianni Schicchi' or 'Petrushka' or 'The Barber of Seville.' Its composer is one of the most interesting people in American music to-day."

Mr. Carpenter, dubbed by Mr. Taylor as "America's first dramatic composer," is also described as "probably the only ship chandler in the world who writes music." We read of him further:

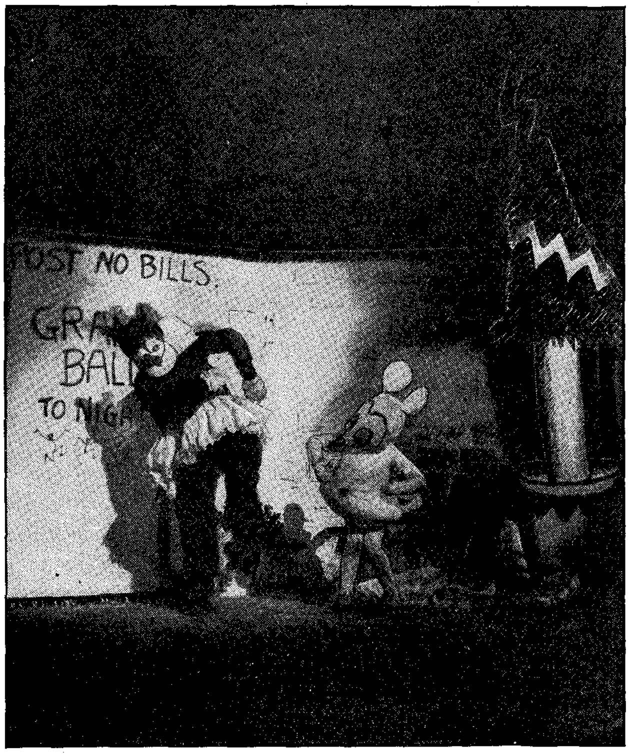
"He is vice-president of the firm of George B. Carpenter & Sons, Chicago, Ill., Mill, Railway & Ship Supplies, and has been with the concern (it was his father's) ever since he graduated at Harvard in 1896. Most of his musical education was received in this country. His mother was a musician, and he studied the piano with her. At Harvard he worked under John Knowles Paine, and in 1906 he studied composition for a while with Edward Elgar, in Rome. The bulk of his training, however, he credits to Bernard Ziehn, of Chicago, with whom he studied from 1908 to 1912.

"He wrote a couple of albums of children's songs, one of which, 'Improving Songs for Anxious Children,' published in 1907, is still widely popular. But the musical world first sat up and stared at him in 1914, when he published 'Gitanjali,' his admirable collection of Tagore settings for solo voice. A year later he invaded the orchestral field with his suite, 'Adventures in a Perambulator.' The Chicago and New York Symphony orchestras both played it, and later it found its way to Europe. In 1916 came a 'Concertino' for piano and orchestra, and 'Watercolors,' another song collection, this time with lyrics from the Chinese. In 1917 his first symphony was played at the Norfolk (Conn.) music festival, and in 1919 the Chicago Opera Association produced his longest and so far most important work, the ballet-pantomime, 'The Birthday of the Infanta.'

"He has literary gifts of a high order. He wrote a long program note for 'Adventures in a Perambulator,' and the printed scenarios of the 'Birthday of the Infanta' and 'Krazy Kat.' They all display an English style of limpid clarity, a keen sense of words, and a delicacy and charm of humor that makes them good reading anywhere. His music sounds French until you analyze it, when you discover that it sounds like Carpenter. His wife wrote the lyrics of some of his songs, and is a designer of stage decorations."

MRS. ASQUITH—AS WE SEE HER AND SHE SEES US

MARGOT IS POSED as "trouble," and the trouble with her, from the American view-point, is that she came "to sell something at a high price without having anything to sell." Thus the St. Louis *Star* puts itself in line with one of her charges against America that it is "too much occupied with material interests." Its next sentence might cause her to revise her statement about the chivalry of American men—granting that a man wrote the editorial. It reads: "She will no doubt admit that she is not worth $2.50 to look at, and after reading an account of her talk she discloses no message that is worth $2.50 to listen to." This is said of the woman who provided at least one international topic, her view of the failure of prohibition in this country, and who charged the press with inaccuracy in reporting her. Opinions upon this remarkable woman were sought by us from the press of the various cities she visited, and the symposium here presented is furnished from these eye-witnesses of her tour. St. Louis seems to have subjected Mrs. Asquith to one of her most trying tests, and while it charges her with impertinence as a lecturer it grants she is a sport as a woman. The *Star*, first of all, finds some excuse for her in the shortcomings of her predecessors.



BOLM AS THE *KRAZY KAT*,

Who is credited with helping "some of us to realize just what 'American' means."

"To an extent the lady is suffering from the flood of British lecturers that have preceded her in recent months. After spending good money listening to resonant platitudes from a Chesterton, tricky transparencies from W. L. George, and mildewed explanations of British failures in the Great War by former army officers and writers, the American people are inclined to cry enough.

"At that Mrs. Asquith gave St. Louis a fine exemplification of good sportsmanship and nerve. At the Odeon Tuesday night she faced an expanse of vacant seats and a callous frigidity that would have unnerved a gasoline-circuit *Hamlet*, yet she didn't bat an eye and went about her business as if addressing an overflow meeting at Albert Hall in London. Long after America has forgotten what Mrs. Asquith said or tried to say, it will remember her as a spunky woman and a courageously truthful one."

St. Louis makes amends in this tribute for what it did for the lady as she appeared before them. Quoting from the *Star's* account:

"The Auditorium was glaringly lighted so that the vast stretches of vacant seats seemed to stare and taunt. . . .

"At this torturing moment on walked the Englishwoman, once the toast of thousands and now the subject of conversation for many more.

"That instant seemed to shriek.

"What had happened? Mrs. Asquith must have known. Each member of the audience sensed it.

"Margot Asquith's reputation had overtaken and overwhelmed her. The hundreds of newspaper dispatches which have been drifting into St. Louis had surrounded her with a grotesquerie of false impressions and misquotations. If a rhinoceros with fangs had lumbered onto the stage, he could not have satisfied the expectancy which every one of Margot Asquith's hearers entertained.

"The atmosphere of disappointment seemed to coagulate into lumps and drop upon the consciousness of the audience with painful thuds. Two dollars and fifty cents for this!

"Lady Asquith seated herself in a chair, smelled her bouquet of roses which should have contained smelling salts, and smiled at City Counselor Caulfield as he began his speech of introduction.

"Women in the audience settled back with half-malicious, half-pitying nods of their heads. Margot Asquith is not beautiful.

"When she arose to speak her draped gown of gray velvet betrayed a suffering spareness of embonpoint. The lights were cruel. They would have been devastating to any woman.

"Thus with every possible element against her, Lady Asquith began her lecture on 'People, Politics and Events.'

"Before she had progressed very far, every literate person in the Odeon knew that she was not going to be able to do the impossible. The simile of a partially squeezed lemon inevitably arrayed itself against her. Her acidity had been tasted before. She would draw laughter, but it would be of the reminiscent sort. Only those who had not read her autobiography nor seen a paper for three years could be startled.

"Yet, imperceptibly, as she continued with her lecture, the tension eased. Those in the audience saw that she did not flinch, that her poise never lessened for a moment. Confidence in her returned; then shame at one's own criticism crept in, then admiration at the pluck of a thoroughbred; then interest and, finally, the hard-wrung tribute that here was a woman of situation-proof courage.

"She was fine. In her own British terms, she was sporting."

Mrs. Asquith's references to Prohibition have naturally called out more comment than what she has said on any other topic. She came to us believing we had "made a splendid try," but her travels convinced her that we had created drunkards among the young. She says that such a thing as a girl drunk at a ball in Europe is unheard of, and the Louisville *Courier-Journal* retorts:

"Unheard of? By whom? A writer for a British weekly, whose article is reprinted in this country by the *Living Age*, declares that 'whether we like it or not' the cocktail-drinking girl in England is a social element whose existence must be admitted, as she is everywhere in evidence.

"The British student of social tendencies cites as ridiculous the argument of a puritan in England that reports of drinking among girls must be exaggerated, and proceeds to prove to his own satisfaction that there is little exaggeration, and much drinking among girls."

The Columbus *Dispatch* enters a denial:

"If there had been any sudden plunge into such wide-spread excesses as Mrs. Asquith let herself be persuaded to believe, it would indicate an essential rottenness of American character dating further back than the passage of the Eighteenth Amendment and the enforcement laws. Mrs. Asquith's fellow-countryman, Lord Lee, at the head of the British Admiralty, was not too emphatic in declaring her hasty generalization to be 'as ludicrous as it was cruel and untrue.' "

Charging her with speaking without distinguishing between hearsay gossip and facts, the Grand Rapids *Herald* remarks:

"At best it is difficult to consider Mrs. Margot Asquith seriously. Her whole career in the limelight has been so ludicrously remindful of both a movie actress crying for the front-page and a politician groping for burning issues that her prominence may be attributed more to notoriety than fame. Her sex has permitted Mrs. Asquith to say and do many things, for which a trousered male would be lampooned and perhaps ridden out of town on a rail."

The retort of the Syracuse *Post* is exprest thus:

> "Americans would perhaps generalize about England as visiting Englishmen generalize about America if the English had the patience to hear American critics lecture them from the platform as we constantly submit to lecturing from Englishmen who know little about us.
>
> "America is no more to be judged from what she understands than England is to be judged by Margot Asquith."

That the English visitor did not pretend to speak for the whole of the country is seen by the St. Louis *Post-Dispatch* which pays tribute to her in this way:

> "In a material sense the people whom Mrs. Asquith meets are the larger beneficiaries of law and order and the inviolability of vested rights. If any class might be expected to obey the law for the law's sake it is the class that entertains and is entertained by Mrs. Asquith. Her verdict, then, is really the judgment of 'our best people.' It may be faulty, inaccurate, obtuse, but there it stands—derision of the law by our elegance and culture.
>
> "We do not know how profound a 'social student' Mrs. Asquith's London critic is; but if he knows the rudiments of sociology he ought to be disheartened by the substance of Mrs. Asquith's conclusion, which is that prohibition has made lawlessness fashionable in the United States."

In another vein speaks the Duluth *News-Tribune*:

> "However warped and foolish as some of Mrs. Asquith's judgments may be, she expresses one criticism that may well receive the consideration of every one. She says we take no personal interest in our sick and crippled soldiers. It is not money gifts she particularly refers to, but the fashion of England, France and Canada to visit, entertain, provide outings and generally make much of the men who were wounded in our service.
>
> "One of the first places she desired to visit in America was the hospitals provided for the care of disabled soldiers. In Chicago, she found the hospital full of sick and disabled men, who were lonely and forgotten. It was her thought that those who had large homes near that city could entertain some of these men and provide pleasures for others."

Mrs. Asquith's reception in Canada seems to have been even less cordial than that accorded her in the United States—perhaps because they felt freer to criticize members of their own family, even if distant relations. The Ottawa *Journal* is thus irritated:

> " 'Margot,' unquestionably, is clever, brilliant, vivacious, and daring. Nature has endowed her with a beautiful voice; she is not without charm. But when a woman, whose intimate acquaintances have included Gladstone, Tennyson, Rosebery, Meredith, Morley and Lloyd George—to select a few at random—comes before a Canadian audience and talks the childish tosh which Margot Asquith talked on Wednesday night, there is but one inference. It is that she suspected her audience to be composed of primitive illiterates."

The Citizen of the same city speaks more in pity than in anger:

> "She is the true aristocrat, the product of generations of culture and exclusiveness, the ultimate answer of a life that is sheltered, refined and set in certain ways. . . .
>
> "But to those unversed in the ways of life among the English governing class, a feeling must have come that existence as pursued by Margot Asquith and her circle is one strangely aloof from realities, essentially trivial, detached and ineffectual. There must have arisen a suspicion that the gentlefolk of Britain take to politics, diplomacy and poetry as a diversion from gossip, love-making and scandal over teacups. The paths of the 'best people' are far removed from the main highway of life; such representatives as Margot Asquith and Colonel Repington write the 'indiscreet' diaries that are so naive, and thus vouchsafe ordinary mortals a peep at their goings-on. Is it worth while? But these apprehensions may be all wrong. Perhaps that is but one side of the picture—and the only side that Margot prefers to disclose."

Toronto presents a divided front. *The Star Weekly* represents the city as "charmed by this wonderful little woman, with her smile, and her range of subjects on which she can talk with a vivacity and originality all her own." But the *Evening Telegram* writes:

> "The Asquith visit was farce-comedy in so far as that visit began and ended with the lady's lecture. The Asquith visit was a tragedy in so far as that visit exalted one of the most common-minded and thoroughly undesirable types of women in the annals of British public life. Nature made Mrs. Asquith brilliant principally in her defiance of the restraints of good taste, good feeling and good sense. These restraints would suffice to keep far more gifted women than Mrs. Asquith from attempting to shine with the brilliance of a stupidity that mistakes stupidity for smartness. The parade of Mrs. Asquith in search of gate money is a humiliation to Britishers."

Clifford Baker of the Montreal *Herald* turned the speaker's words against herself in this adaptation: "I do not know if they interested her, but they did not interest me." Vancouver was too far away to draw the visitor, but it looked on with interest to the reactions she caused in the places she visited, and in its *World* writes:

> "Probably the correct summing up of her rather complex make-up, which would appear to render her regardless of criticism, which allows her to combine what, on the surface at any rate, would appear to be intense egotism with an astonishing astuteness of judgment of men, women and things, is that she is an utterly natural woman who says what most brilliant women only allow themselves to think. Of course such a summing up will not for a moment be admitted by most women as a correct one."

On the eve of her departure Mrs. Asquith turned to take a final survey and spoke before a New York audience on "my American experiences." She finds our landscape marred by billboards, which to her "indicate a trick of commercializing nearly everything." She also complains that Americans have a habit of doing something all the time, which make life "like the movies." "It cultivates the intelligence as against the intellect." She reaffirms that Prohibition is a danger to the young. As the press reports her, she said: "Being a fanatical temperance reformer myself, I came over here expecting to find everybody here happy and sober. Happy I find them." But being an outsider, she has no wish to be critical, and is "obviously determined that the friendliness she has encountered shall over-balance whatever else lingers in her memory of her American tour." In the New York *Herald* she is reported as saying:

> "I have been living chiefly in hotels and elevators. But I have seen your reporters and a great many of them. Tho perhaps a little lacking in awe they have been marvelously generous, loyal and good to me. Also the hotel managers. They have even offered me things that are forbidden. The subjects interesting the reporters most seem to have been Princess Mary's underclothes and Prohibition.
>
> "In the wet cities I was attacked for saying that I was a prohibitionist. When I went into the dry cities they were very angry at me because I said the Prohibition law did not work fairly between rich and poor. But I suppose it works differently at different places."

Mrs. Asquith does not see how it would help the poor to see the Prohibition law "broken all the time," remarking:

> "I think that the law may have to be modified, but I'm not here to preach to you. Of course the power of the saloon has been broken and in that way it is a very fine thing. But I do not think it has worked out exactly in the way it was meant."

Mrs. Asquith praises highly the spirit and work of the Washington Conference, and says the interests of her country and ours lie in "sticking together," adding:

> "You have vitality, generosity and genuineness of character. I have learned to know and love you. I like to feel that you have something of the same feeling toward us."

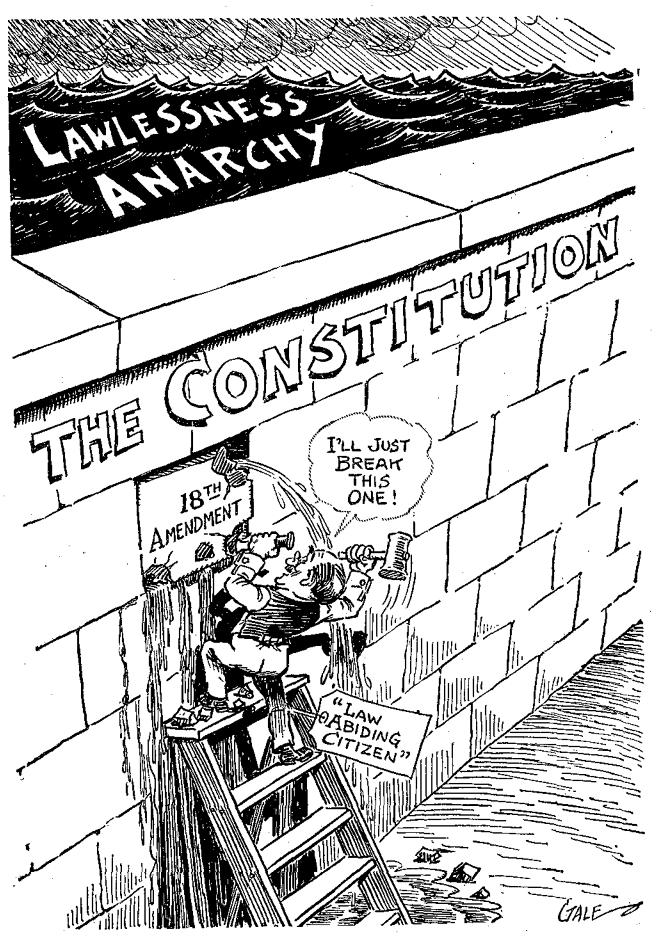
RELIGION-AND-SOCIAL-SERVICE

THE PRESIDENT'S APPEAL TO HALT LAWBREAKING

VIEWING DEFIANCE OF THE LAW as a national peril, President Harding recently declared in an address before a Washington Bible class that the Church can render no higher service now than to exert its utmost influence in behalf of "frank and willing obedience to the law of the land." The address is widely quoted and commented on in the press, one paper emphasizing it as coming from "an American, a believer in God, who is alarmed at the growth of religious intolerance and laxity of morals throughout American life." Without stressing alarmist expressions, or referring explicitly to the crimes that fill the front pages of the newspapers, President Harding asserted that "we must nevertheless recognize that there is a very apparent tendency to a lighter and more frivolous view of the citizen's relations to both the State and the Church." Looking first at the state of our moral and spiritual foundations, the President takes this serious view:

"There is a good deal of loose talk nowadays about the cause of the spiritual demoralization of the community, which it has become popular to attribute to the abnormal conditions that were incident to the war. But in fact the war is not wholly to blame. Before the war started or was dreamed of we were already realizing the tendency toward a certain moral laxity, a shifting of standards, a weakening of the sterner fibers.

"I think we should do well to recognize that intellectual and moral evolution of the community. It would be a grievous error to allow ourselves to feel too confident that this is only a temporary and passing aspect."



BUT IT WEAKENS THE WHOLE STRUCTURE.

—Gale in the Los Angeles *Times*

Contempt for law President Harding finds to be all too prevalent, and he asserts that "we can hardly hope for a restoration of the old ideals in religion and in moral conduct so long as this tendency to disregard for the law shall continue." Furthermore, he continued—

"Whatever breeds disrespect for the law of the land, in any particular department of our community relations, is a force tending to the general breakdown of the social organization. If people who are known as leaders, as directing influences, as thoroughly respected and respectable members of society shall in their respective communities become known for their defiance of some part of the code of law, then they need not be astonished if presently they find that their example is followed by others, with the result that presently the law in general comes to be looked upon as a set of irksome and unreasonable restraints upon the liberty of the individual. . . . Our only safety will be in inculcating an attitude of respect for the law as, on the whole, the best expression that has been given to the social aspiration and moral purpose of the community.

"Unless we can accomplish this, in the domain of citizenship, and thereby sustain enforcement, we may well feel that the outlook is not encouraging for the achievement of those loftier spiritual purposes to which the Church is devoted. . . .

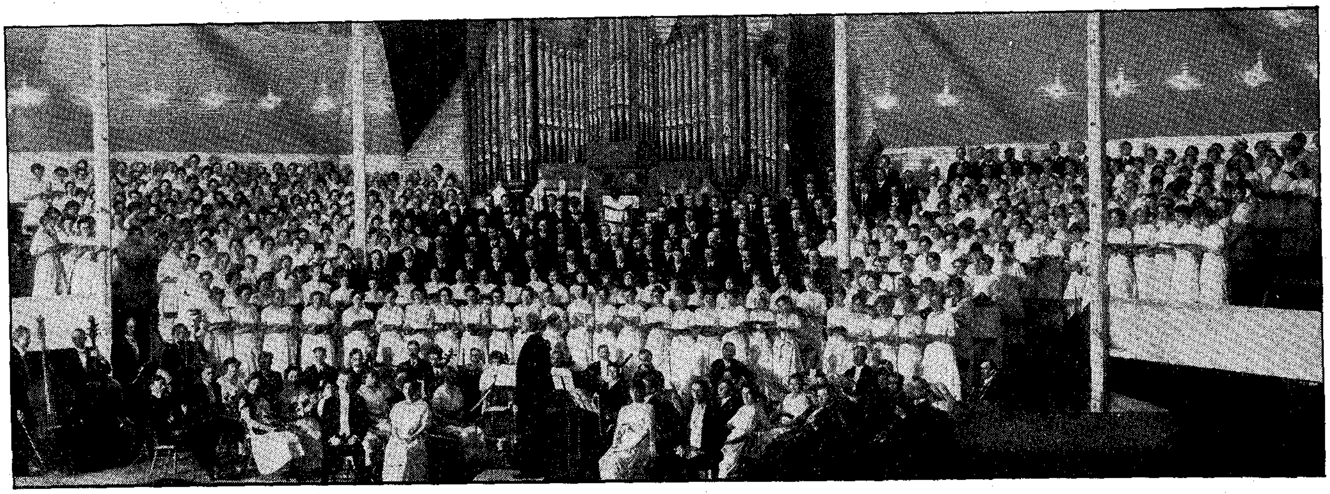
"The failures of the past invariably have been preceded by contempt for the law, by spiritual paralysis and moral looseness, all of which had their earlier reflex in the weakened influence of the Church. We know the helpful, exalting influence of our religious institutions. We shall be made stronger as they become stronger, and we shall ever find greater pride and greater security in the nation which righteousness exalteth."

This message, says the Cincinnati *Commercial Tribune*, is "both a compliment and a challenge. The purport of it is that the province of the Church—all churches—is to create such atmosphere of reverence for the eternal laws of righteousness as will inspire uniform wholesome respect for upright Government." Respect for the laws of the land, asserts the Pittsburgh *Gazette-Times*, "is simply self-respect. The lawbreaker insults the good citizen. The President appeals to the latter to stand up for themselves and their rights." He sees, "as every sensible man must," affirms the Rochester *Post-Express*, "that right, religious feeling, reverence for the law of God, is the strength of the Republic. . . . His position will give strength to a plea that might otherwise not be heard."

However, the violation of a statute is not always synonymous with bad morals, thinks the Democratic Brooklyn *Eagle*, asserting:

"The fact is, of course, that just as Protestantism subjects every part of the Holy Writ to individual interpretation democracy subjects every law to individual analysis. Obedience may or may not be within the range of compulsion. 'Respect' is never within that range. The man who does not respect a law because he has contempt for the way it was put on the statute book, because he feels sure the people never wanted it and were misrepresented in its enactment, obeys, if he obeys at all, under protest. He sympathizes with those who do not obey. He would rebel if that were worth while. No sacrosanctity of law as law enters into his mind.

"No, if we have a frivolous view of law, frivolous lawmakers are responsible for it. To do something to check the frivolity of lawmakers is the privilege of President Harding's position. That is a thought to which he can not give too careful or too prayerful attention."



Photos by courtesy of "The Dearborn Independent."

THREE GENERATIONS OF SWEDISH-AMERICAN FARMER FOLK SINGING THE "MESSIAH."

For forty years the Lindsborg townspeople have celebrated Easter by singing Handel's famous oratorio.

SINGING THE "MESSIAH" IN KANSAS

As OBERAMMERGAU LIVES for the Passion Play, so does Lindsborg, a little Kansas town, live for the "Messiah," which has been sung there every Easter for the last forty years. The religious festival, as with the Bavarian drama, is a community affair in which all the townspeople are interested, and when it is considered that Madame Schumann-Heink received for her appearance a fee representing a tax of 75 cents on every man, woman and child in the town, it makes the efforts of large cities to maintain a season of grand opera seem "small and futile." To the public, adds Charles Moreau Harger in *The Dearborn Independent*, "it means a single concert; to the community it is an expression of its life. The rendition of the famous oratorio once a year is an incident, the preparation that has led up to it is an education." Five hundred voices, we are told, take part in the chorus; forty pieces are in the orchestra—all from the little town of 2,000 inhabitants and the farms adjoining. But the festival is known far beyond the borders of Lindsborg, and every year, we are told, people journey hundreds of miles to attend.

Hearing the "Messiah" sung in the Crystal Palace, in London, in 1879, a Lindsborg townsman is said to have conceived the idea of making it an annual religious event in America, and in December, two years later, a choir of one hundred voices gave the first rendition of Handel's masterpiece in the Kansas town. At Easter, 1882, the first public appearance attracted the people of the surrounding towns, and every Easter since, we are told, has seen a steadily growing interest reaching over the entire Southwest. With the enthusiasm of the imprest observer, the writer tells us that—

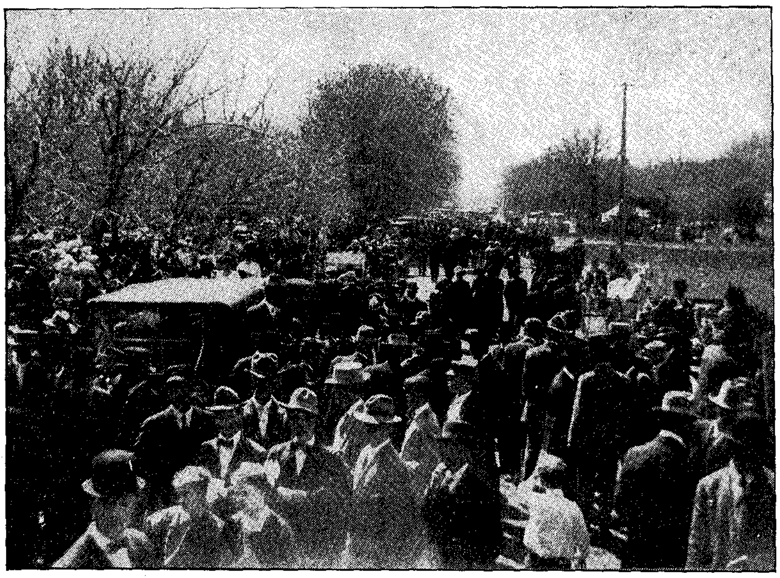
"The Lindsborg chorus is an artistic body that would inspire the respect of any community. It has splendid routine. Many of the singers dispense with the score and rely on memory. Why should they not, since many of them have been singing the 'Messiah' for a quarter of a century, and some who took part in the first performance forty years ago still retain their places in the chorus. It is rather a family affair, this choir of Swedish-American farmer folk, and it is no uncommon thing for three generations to be represented. From the bass section more than one grandfather has heard the voices of his daughter and granddaughters among the sopranos and altos.

It is not surprizing, therefore, that this chorus attains a tone of surprizing unity, and that in all matters of rhythmical and intervallic precision it is unsurpassed. The quality of the tone is beautiful. In all massive effects it is of overwhelming sonority. The sopranos are remarkable for the purity, the flexibility, and the smoothness of the tone produced and the confident ease with which they approach trying altitudes of pitch. The contraltos share the delicious sympathy of tone quality common to most American choruses. The tenors achieve brightness and aggressiveness, and the basses are splendidly sonorous.

"This cooperation of 25 per cent. of the town's population has its vivifying effect on the social and religious life. The service comes from the heart. The organization is a purely voluntary one. It has no constitution or by-laws. Each year secretaries and other officers are elected. These officers formulate the rules for the year. No member receives any compensation. On the other hand, virtually all buy season tickets for the festival. The proceeds, if any, at the end of the festival go directly into the college treasury."

Practise for the great festival begins the first week in January and continues with twice-a-week rehearsals until Easter week. On the eventful day, we are told, the chorus is reinforced by famous artists brought there to carry some of the great solo parts and give recitals, which are a part of the week's program. Among the artists and organizations that have appeared at the little Kansas town, says the writer, are:

"New York Philharmonic Orchestra, Elman, Nordica, Ysaye, Schumann-Heink, Claussen, Galli-Curci, Sembrich, Gadski, Hempel, Fremstad, Gates, Nielsen, New York Symphony Orchestra, Middleton,



PRAIRIE FARMERS THRONGING TO THE ANNUAL FESTIVAL.

The great Easter event, a community affair in which 500 voices take part, is said to attract people from hundreds of miles around every year.

> Pablo Casals, Anna Case. This year's headliners are Margarete Matzenauer, noted contralto, and Ricardo Stracciari, baritone. These soloists from New York will assist in the renditions: Marguerite Ringo, Mildred Byars, Charles Stratton, Frank Cuthbert. There also will be a Mid-West musical contest for girls' glee clubs and individual excellence in piano, organ, voice and expression, for which there will be liberal cash prizes.
>
> "The 'Messiah' has been sung by many persons the world over, but it is doubtful if the choruses were ever better sung than when these trained voices, rehearsed for a year, burst forth in divine harmony. They sing it with the scriptural words in their hearts—it is a praise anthem to the God who had prospered them and kept them together. 'Comfort ye,' is the message. 'Comfort ye, my people, saith your God. Speak ye comfortably to Jerusalem and cry unto her that her welfare is accomplished. The voice of him that crieth in the wilderness, Prepare ye the way of the Lord . . . . Every valley shall be exalted, and every mountain and hill made low, the crooked straight and the rough places plain.' Thus sang the tenor.
>
> "Then the promise came in the rushing tide of voices from the chorus: 'And the glory of the Lord shall be revealed, and all flesh shall see it together, for the mouth of the Lord hath spoken it.'
>
> "The wonderful 'Hallelujah' has spread its benediction, and the great audience goes out into the night softened and enthralled.
>
> "The 'Messiah' is in a sense an institution of Kansas. Jens Stensaas, treasurer and manager of Bethany college and of the 'Messiah' for twenty years, believes that yet greater things are to come. 'The chorus has made Lindsborg the most musical community in the country,' he said."

HEALING THE MAORIS BY FAITH

INTERPRETING CHRISTIANITY to suit his own ideas and what he believes to be for the best interests of his people, Wiremu Ratana, a Maori faith-healer, is reported to be doing an influential work among the aborigines of New Zealand and to be effecting cures which have the appearance of the miraculous. Discarded implements of the halt and maimed are said to testify to the reality of his cures, and his name has become a household word even among the white people. Indeed, we are told by an enthusiastic admirer, the Maori's reputation has spread to all parts of the world, and during the last twelve months he has received more than 80,000 letters appealing to him for advice and assistance, much, we are told, to his embarrassment, for he has consistently shunned all publicity and advertisement.

Ratana is a typical Maori only in that he is a type of all that is best in the Maori race, writes a correspondent to the Manchester *Guardian;* and, strangely enough, "he rather reminds one of the benevolent English squire of the olden days—the country gentleman." Ratana makes no distinction whatever of sect or creed of Christianity, and holds that it is possible to reach God by many roads if only there is faith, says the correspondent, who goes on:

> "Ratana regards it as his chief mission to eradicate from the minds of his people that superstition—the sinister growth of ignorance and tradition—named *tohungaism,* or witchcraft, which in spite of schools and education continues to hold down the Maori people. There is a certain naïveté in his challenge to the *tohungas* or witch doctors to show miracles such as he believes God performs through him. No *tohunga* has come forward, and the prestige of Ratana—his *mana,* as the Maori puts it—continues to wax. His 'Book of Cures' now contains the signatures of more than nineteen thousand Maoris, testifying to the efficacy of the healing. At the Christmas gathering at his home a perfect forest of sticks and crutches and all kinds of appliances for the lame, halt, and blind was displayed, among them the steel spinal jacket of Miss Laura Lammas, of Nelson, his most famous *pakeha* cure. For eighteen years she lay bedridden with an affliction of the spine. She wrote to Ratana and received his letter of faith. One Sunday, so it is said, she felt a thrill run through her and she rose from bed and walked. She went up to Wanganui at Christmas to thank Ratana, and on the way spent a day or two in Wellington walking about the streets like any ordinary person.
>
> "There have been some failures and relapses, and Archdeacon Williams, of the Anglican Church, one of the Williams family intimately connected with the Maoris for two or three generations, and great landowners in New Zealand, has criticized Ratana, but the fact remains that he has become the leader of his people and has dedicated his life to their regeneration. His work among them, void, as it is, of all self-interest, may mean a new future for the best of the dark races."

THE CLEAN-HEARTEDNESS OF YOUTH

STOCK STORIES AND STANDARDIZED HORRORS about the wildness of modern youth have led many to regard the future with pessimism, and it is heartening to find that an educator of many years' experience is convinced that the boy of to-day "is just as good, just as high-minded, potentially as decent and as splendid as boys ever were," tho "he is up against it hard the way things are in society to-day." Such is the opinion of Dr. Alfred E. Stearns, Headmaster of Phillips Academy, Andover, Mass., as exprest in a recent address before the New York Yale Club. In fact, Dr. Stearns says that among many boys he has talked with he has found, almost without exception, an innate repugnance to the outward frivolity and disregard of law about them, to which, nevertheless, they feel required to conform. "I am as amazed as anybody is who deals with boys at the splendid and eager response one gets from the boys themselves, if you will call a spade a spade and an ace an ace, and don't beat around the bush," says Dr. Stearns, as he is quoted in press reports; and he believes that the same will be found true of girls, if the matter were taken up with them. Some of the young men, Dr. Stearns finds, "admit that the fault is with them and they are making a fairly decent showing, but they can not be expected to end all the conditions that exist." Some of the influences which they are up against lie "in the form of the movies, in the form of modern literature—which is nothing but hash and rehash of the old sex problem, which the author of 'The Mirrors of Downing Street' says is not even lust; it is lust in a state of degeneracy." Unfortunately the influences which should help and guide young people are often lacking. Religion does not have a hold on our children, says Dr. Stearns, because

> "It is pretty nearly gone from the family life, unless it is simply an outward expression or manifestation, and it is very difficult to get young people into church or under its influence when the parents stay away and scoff at the church. When one goes into social life there is nothing there to tell a boy that he should believe that womankind as a whole is pure and modest and high-minded and far better than he is, and demands of him, for his own sake and for hers, that he shall live clean and meet her on an equal plane.
>
> "Those are the ideals to which we anchored in our youth; but there is nothing in the painted, barebacked girl that a boy generally meets in modern social life, with all her extravagances and her eccentricities, however superficial they may be—and I believe that in the majority of cases they are superficial—but there is nothing to indicate to the boy that that is what the woman expects and demands of him. The boy can not anchor to that.
>
> "I have never talked with boys that they did not come back and come back splendidly, and admit those things. They were ready and glad to do anything they could to establish better and finer standards and ideals and conditions, but they tell me again and again, 'Mr. Stearns, even our parents do not set a proper example; even our parents appear to ignore these things.'
>
> "Gentlemen, that is all I want to leave with you, that if you expect your boys of the coming generation to be the kind of men you would have them be, every one of you then prove a little more that you want to help to set these things right and to reestablish old standards of morality, to which the boys can anchor. If necessary, be willing to make a little sacrifice, as our parents did for us, that we might be bigger and better, in order that they may enjoy what we enjoy as the result of those same sacrifices on the part of our elders."

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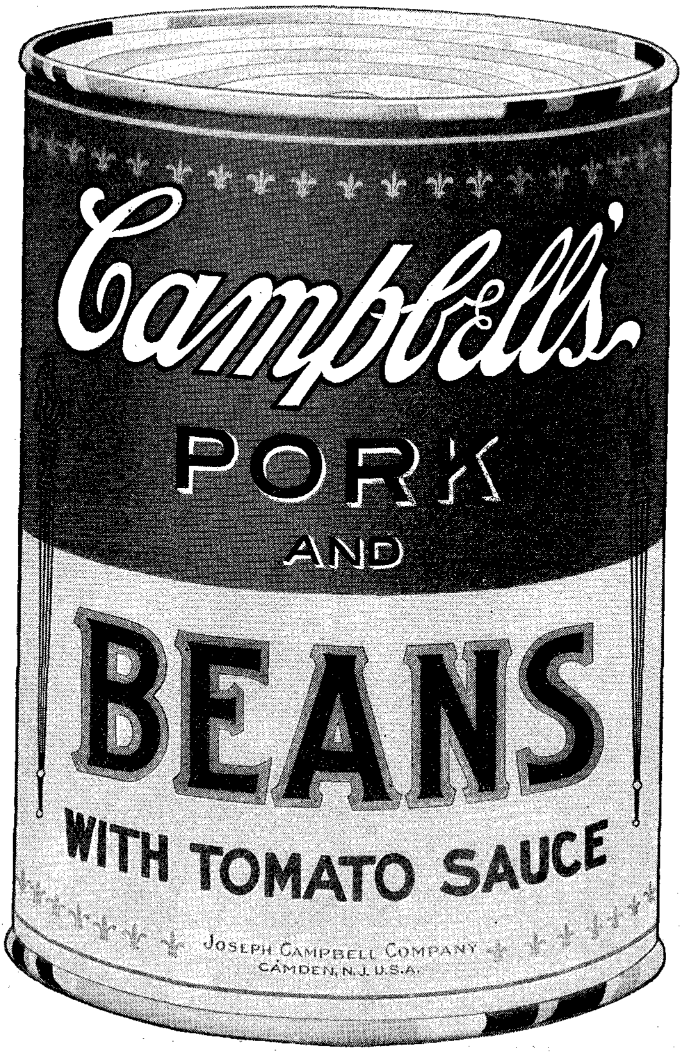
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LOOK FOR THE RED-AND-WHITE LABEL

CURRENT - POETRY

Unsolicited contributions to this department cannot be returned.

IF THERE is a suggestion here of Spoon River, it only proves, perhaps, the universality of that genre which we once thought so original. New World—old world—human nature's the same. The London *Mercury* has this and also an essay on Hardy as a poet:

VOICES FROM THINGS GROWING

By Thomas Hardy

These flowers are I, poor Fanny Hurd,
Sir or Madam,
A little girl here sepultured.
Once I flit-fluttered like a bird
Above the bents, as now I wave
In daisy shapes above my grave,
All day cheerily,
All night eerily.

I am one Bachelor Bowring, "Gent,"
Sir or Madam;
In shingled oak my bones were pent;
Hence more than a hundred years I spent
In my growth of change from a coffin-thrall
To a dancer in green as leaves on a wall,
All day cheerily,
All night eerily.

I, these berries of juice and gloss,
Sir or Madam,
Am clean forgotten as Thomas Voss;
Thin-urned, I have burrowed away from the moss
That covers my sod, and have entered this yew,
And turned to clusters ruddy of view,
All day cheerily,
All night eerily.

The Lady Gertrude, proud, high-bred,
Sir or Madam,
Am I—this laurel that shades your head;
Into its veins I have stilly sped;
And made them of me; and my leaves now shine,
As did my satins superfine,
All day cheerily,
All night eerily.

I, who as innocent withwind climb,
Sir or Madam,
Am one Bet Greensleeves, in olden time
Kissed by men from many a clime,
Beneath sun, stars, in blaze, in breeze,
As now by glowworms and by bees,
All day cheerily,
All night eerily.

I'm old Squire Audeley Grey, who grew,
Sir or Madam,
Aweary of life, and in scorn withdrew;
Till anon I clambered up anew
As ivy-green, when my ache was stayed,
And in that attire I have long time gayed
All day cheerily,
All night eerily.

And so they breathe, these growths, to each
Sir or Madam,
Who lingers there, and their lively speech
Affords an interpreter much to teach,
As their murmurous accents seem to come
Thence hither around in a radiant hum,
All day cheerily,
All night eerily.

Carl Sandburg celebrates Chicago in a poem, too long for full quotation, from the *New Republic*. Here is his account of how the city got its name. From which he turns to Whitmanian evocations:

THE WINDY CITY

By Carl Sandburg

Early the red men gave a name to a river,
the place of the skunk,
the river of the wild onion smell,
Shee-caw-go.

Out of the payday songs of steam shovels,
Out of the wages of structural iron rivets,
The living lighted skyscrapers tell it now as a name,
Tell it across miles of sea blue water, gray blue land:
I am Chicago, I am a name given out by the breaths of working men, laughing men, a child, a belonging.

So between the Great Lakes,
The Grand De Tour, and the Grand Prairie,
The living lighted skyscrapers stand,
Spotting the blue dusk with checkers of yellow,
streamers of smoke and silver,
parallelograms of night-gray watchmen,
Singing a soft moaning song: I am a child, a belonging.

. . .

How should the wind songs of a windy city go?
Singing in a high wind the dirty chatter gets blown
away on the wind—the clean shovel,
the clean pickax,
lasts.

It is easy for a child to eat breakfast and pack off
to school with a pair of roller skates,
buns for lunch, and a geography,
Riding through a tunnel under a river running backward,
to school to listen . . . how the Pottawattamies . . . and the Blackhawks . . . ran on moccasins . . .
between Kaskaskia, Peoria, Kankakee, and Chicago.
It is easy to sit listening to a boy babbling
of the Pottawattamie moccasins in Illinois,
how now the roofs and smokestacks cover miles
where the deerfoot left its writing
and the foxpaw put its initials
in the snow . . . for the early moccasins . . . to read.

It is easy for the respectable taxpayers to sit in the street cars and study the faces of burglars,
the prison escapes, the hunger strikes, the cost of
living, the price of dying, the shop gate battles of
strikers and strikebreakers, the strikers killing scabs and the police killing strikers—the strongest—
the strongest, always the strongest.

It is easy to listen to the haberdasher customers hand
each other their easy chatter—it is easy to die alive—to register a living thumbprint and be dead from the neck up.

And there are sidewalks polished with the footfalls of
undertakers' stiffs, greased mannikins, wearing up to-the-minute sox, lifting heels across doorsills,
shoving their faces ahead of them—dead from the neck up—proud of their sox—their sox are the last
word—dead from the neck up—it is easy.

Lash yourself to the bastion of a bridge
and listen while the black cataracts of people go by,
baggage, bundles, balloons,
listen while they jazz the classics:
"Since when did you kiss yourself in
And who do you think you are?
Come across, kick in, loosen up.
Where do you get that chatter?"

"Beat up the short change artists.
They never did nothin' for you.
How do you get that way?
Tell me and I'll tell the world.
I'll say so, I'll say it is."

"You're trying to crab my act.
You poor fish, you mackerel,
You ain't got the sense God
Gave an oyster—it's raining—
What you want is an umbrella."

* * * * *

Since Shaw and Meredith have written novels to celebrate pugilism, a rhymster may be pardoned for putting the subject into a sonnet. The Milwaukee *Journal* thinks so:

TO A PUGILIST

By Charles Winke

Swift gliding through the rounds, I see you still
Under bright lights, your glistening body wet
And dripping like a swimmer's, with the sweat
Of your great toil; and as the furious mill
Grinds fiercely on, I marvel at the skill
With which you flit from danger, hard beset
By your blood-covered foe. Tireless, you fret
Him with your well-aimed batteries until,

Conviction forming with the conflict's trend,
Thrilled by your sure, compelling mastery
Of thought and action timed to fine accord,
The crowd acclaims you victor ere the end,
Which comes, at your swift choosing, suddenly,
With lightning blows that numb like piercing sword.

This is a twentieth century version of "Gather Ye Rosebuds." The breathlessness of it compared with that old seventeenth century admonition makes one wonder how the future will express the idea. It is from the *Nation* (New York).

PAUSE

By Ann Hamilton

Quick, for the tide is sifting down the shore,
Water and wind and vapory lift of spray—
Flowing of light with darkness through the door,
Sun or moon at the window, night and day—
Quick, while the shadow tangles in and out
Over this threshold that the rain has worn,
Whisper or threaten, trust or pray or doubt,
Still will some men be dead, and some be born;
Give me your eyes unmasked, and wonder well
How we are brief antagonists of Fate.
Friendship? But what is friendship? Can you tell?
Look at the hinges rusting on the gate;
Quick then, this breath, while we believe we know—
Kiss through your laughter, kiss again—and go.

The *Living Age* helps us to these verses from the *London Sunday Express*. They are, it says, "almost as free as the author's literary ethics:"

NATURE-FAKING UP-TO-DATE

"I must have a little money
For my simple pleasures,"
Sighed the city poet,
In his garret.

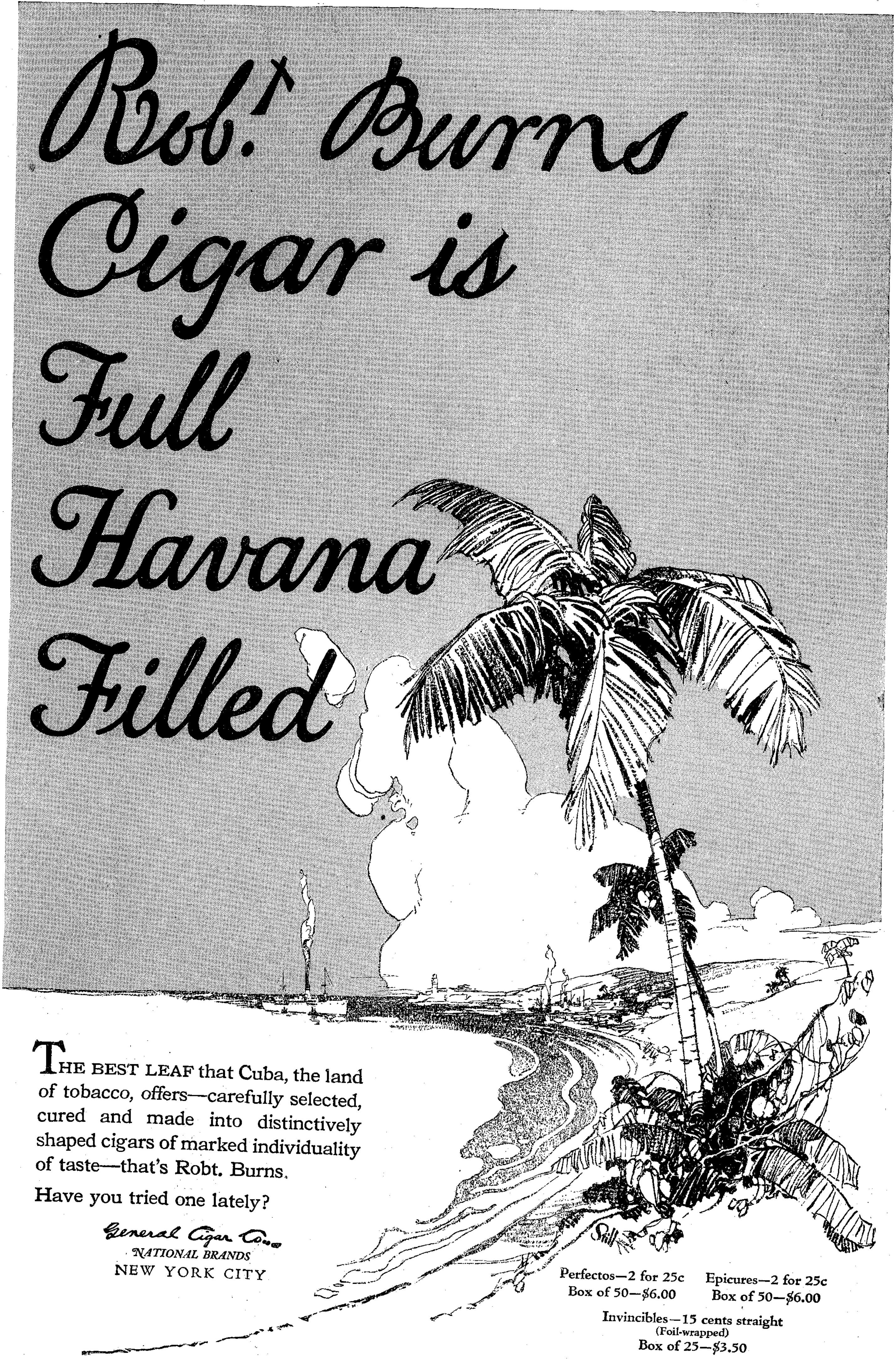
He bought for a penny
A book of botany,
And began to write.

He announced, by way of introduction,
That spring was coming,
And then hunted in the index,
Found a long name,
Looked at the picture of it,
And said it was sure to blossom soon.

They called him a Nature Poet;
"Wordsworth," they said,
"With a touch of John Clare;
Or Ledwidge, with a hint
Of W. H. Davies."
(Reviewers are so learned.)

He made twenty-three shillings,
Indulged in his simple pleasures,
And died of Russian tea
In a filthy cabaret.

The author of the book of botany
Turned in his grave
Twice.



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Invincibles—15 cents straight
(Foil-wrapped)
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PERSONAL GLIMPSES

IZZY, THE BUSY RUM SLEUTH, AND HIS DIZZY LIFE

IN THE POPULOUS rum-running circles around New York City, the name of Izzy Einstein has become an epithet of terrible meaning. No other prohibition agent has been half so successful in collecting illegal liquids, and landing the possessors in jail. He is a new type of detective, it appears, produced by the dry age, and in his hands the ancient and more or less honorable art of sleuthing has shown new and dazzling developments. Izzy Einstein stands forth with his trusted lieutenant, Moe Smith, says a journalistic appreciator of the metropolis, "as the master hooch-hound, alongside whom all the rest of the pack are but pups." Next to Volstead himself, Izzy Einstein represents all that is good or bad, depending upon the point of view, in the matter of prohibition. He is ruthless, cold, clever, and horribly unsympathetic. He has been known to play on his violin until the gentler feelings of a large-hearted restaurant proprietor were so stirred that a drink was proffered, whereupon Izzy at once added another arrest to the thousands for which he is responsible. There is hardly a dealer in wet goods within fifty miles of the metropolis, says Truman H. Talley, writing in the New York *Times*, "who doesn't keep a weather eye out for 'that Izzy Einstein,' whose seven-league methods have played havoc with the bootleggers, and whose next exploit is awaited among that gentry about as eagerly as the plague." Mr. Talley proceeds, in appreciatory vein:

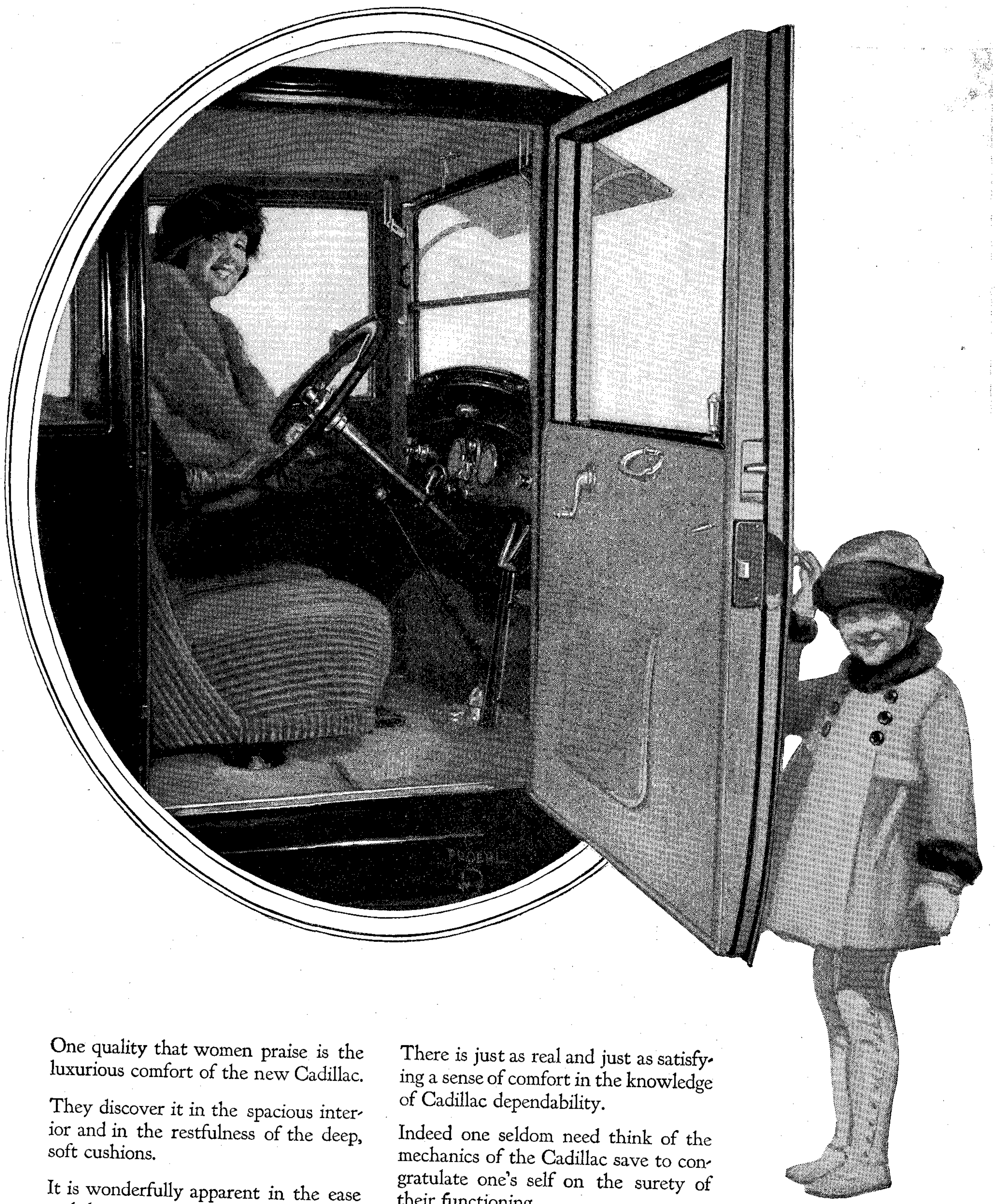
IN ONE OF HIS MULTITUDINOUS DISGUISES.

A photograph of Izzy Einstein, the famous rum sleuth, is hard to obtain, but this one is said to look much like him—as he looked once, for a short time. His astonishing success is attributed largely to the fact that he can "make up" like anything from a longshore laborer to a society man, and carry the part, too

> The failure of most plainclothes men to disguise their true status is almost notorious. A "bull" is a "bull," the crooks say, whether in uniform or not. Whether it is poor stage management or bad acting, the cop in civilian attire and the agency detective usually stand out as tho wearing a Cardinal's hat, and it was to the task of effectively overcoming that traditional fault of sleuthing that Izzy bent his energies when he left Postal Station K and joined the rum squad. He decided upon a category of true-to-life disguises that would fit him for all the avenues, highways and alleys in the labyrinth he was entering, and, like the true actor rehearsing for a long run, he not only learned his parts but grew into them. He became a man of parts. He prepared himself to move in high, low and medium circles—on the excellent theory that the taste for liquor and the desire to sell it are no respecters of persons—and in all those circles he has since been whirling with rapidity and a quick-change adeptness.
>
> "Dress clothes for Broadway and overalls for the water-front," Izzy says in partial explanation of his method, but that by no means tells the story. For all his careful self-training in the false-whiskered art, Izzy is blessed with a foundation admirably fitted for the deceptive trimmings he assumes. Heavy-set, smiling, broad-faced, an earnest and convincing talker, a man who looks you straight in the eye as beguilingly as a shrewd poker player with at least four aces, he would appear upon brief observation to be the quick-sale type of merchandise dealer—an energetic business builder, perhaps.
>
> To others, in a change of clothing, a marked resemblance to the neighborhood butcher or grocer might be noted. He might be a manufacturer of garments. To hear him talk of automobile accessories, or kindred subjects, would not be surprizing. He is the twin of many a merchant. He literally looks the part of New York's man in the street. Yet tho in every-day attire and for purposes of getting evidence on the average New York saloon he may appear to be a composite picture of all the city's delicatessen dealers, he becomes the husky hunky in his rough duds when he sallies into longshoreman territory. That done, and, presto, he is faultlessly accoutered for an evening's round of the gay jazz palaces, where he appears to be nothing so much as the man who has just put through a big deal and wishes only to celebrate his success, regardless of expense.
>
> A day with Izzy would make a chameleon blush for lack of variations. Up with the milk strikers and car crews, along the docks in the morning hours of ship-to-truck loading, in and out of the best and the worst of noon-hour lunch bars, on one or more of any number of special coups in the afternoon, to the restaurants in and near New York for dinner, and an evening devoted to social and semi-social events where flask, private stock and cellar contribute to the festivity—his day is just one booze complex after another.
>
> No stock is too small and no still too large for Izzy to tamper with and tap. Even the sum total of his conquests is so great that he has long since lost track of it. So crowded with seizures and confiscations has his career been that he remembers only some of the notable ones. Two thousand cases of whisky and 367 barrels of wine constituted one little haul. A 700-case seizure of whisky he mentioned as another trifle.

One of his earliest exploits, in which he takes pride even tho the haul was slight, occurred last Fourth of July when New York's great wet parade was held. Not only did Izzy march with the wets—

> He followed some of them into the by-paths, with devastating effect on the unsuspecting dealers in the very article for which the demonstrators were perspiringly parading. In one of the drug stores at which he stopt he asked for a half-pint. It was sold him. He stuck it in his pocket and sauntered leisurely toward the door. Some wares caught his eye. He casually looked them over. Nothing precipitate about Izzy. A minute or two elapsed after the purchase of the flask, and to all intents and purposes the purchaser was about to go on his way. The cautious druggist called to him as his hand was on the door.
>
> "Come back, friend, and I'll sell you some real stuff," the druggist called out. Izzy turned. "I wasn't sure who you were when you came in and I gave you colored water. You might have been a prohibition agent, and I have to be careful. But you haven't tried to pinch me, so I guess you're all right."
>
> Whereupon the druggist took back the decoy bottle and gave



One quality that women praise is the luxurious comfort of the new Cadillac.

They discover it in the spacious interior and in the restfulness of the deep, soft cushions.

It is wonderfully apparent in the ease and the evenness of Cadillac travel.

She that drives the car refers, with elation, to its comfortable control, its quick obedience to the slightest turn of the wheel.

There is just as real and just as satisfying a sense of comfort in the knowledge of Cadillac dependability.

Indeed one seldom need think of the mechanics of the Cadillac save to congratulate one's self on the surety of their functioning.

It is the unanimous opinion of owners, and our own judgment as well, that motoring comfort is raised to a new and indescribably delightful degree in the Type 61 Eight-Cylinder Cadillac.

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STANDARD OF THE WORLD

THE LATTER END OF BARRELS AND BARRELS OF RANKLY ILLEGAL LIQUID.

Izzy Einstein and *Moe Smith*, his partner in prohibition enforcement, ferret out the forbidden hooch, trucks carry it away for safekeeping to United States warehouses, and ultimately a good part of it goes gurgling into a sewer, as it is shown doing here.

the "all right" customer its equivalent in real whisky. Then Izzy arrested him.

The effectiveness of Izzy's natural disguise is illustrated by an experience in the once roaring but still hard-boiled Forties where the dispensers, to continue dispensing more than a few hours, must know the foe the minute he darkens the door. Izzy and two fellow-agents set out to get the evidence on one of those few remaining bars that exist presumably as lunch counters. His two companions remained outside while Izzy entered and stept up to the bar. Mopping his brow and with the air of one much fatigued, Izzy in whispered but despairingly earnest tones asked for something to brace him up. The bartender made a quick survey of the suppliant and seemed satisfied.

"All right, I guess," the bartender said, having glanced around the room and reassured himself there were no tattlers present. Then he chanced to look out of the front window.

"But wait just a minute," he said. "See those two fellows out there?" Izzy turned and saw his two agents, marking time. "They're prohibition agents. I can spot 'em as far as I can see 'em. Wait until they walk on by and I'll serve you."

Izzy waited. Presently his two men sauntered on. The bartender appeared with the drink.

"They can't fool me," the bartender remarked, with the air of one who knows his ropes. "You may think it's foolish, but you've got to play safe these days."

A moment later he was arrested and in custody of the two sure-enough dry agents who had been summoned by their squad chief, who, to proceed with another point in the study of the redoubtable Izzy, had the liquid evidence in his pocket.

As remarked earlier, whisky and Izzy don't agree. One might be led to believe that the dry agent's life is just one drink after another, and with some it probably is—but not with Izzy. He doesn't like it in the first place, but, what is more important, an offender can't be punished on consumed evidence. The liquor must be produced in court. And the prohibition agent who tried to carry a glass of whisky from the scene of the raid to the courtroom might spill it, or more likely be mobbed. The resourceful Izzy devised a short cut, and, for all I know, may have applied for a patent. It's almost worth it.

In the upper left hand of his coat, we are informed, Izzy has installed a neat plumbing system, arranged as follows:

The pocket is made into a funnel, lined with material durable enough to withstand the liquid fire attributes of the worst "hooch." Inside the coat, into which the funnel feeds, is built a flask. The rest is simple. When Izzy orders—and gets—a drink, his right arm comes up as all right arms do in similar circumstances, as if to convey the thimble of ambrosia to parted lips, but the arc is suddenly broken at an altitude very near the collar button by a downward tangent to the breast-pocket, into which is tossed the liquid and through which it trickles via the funnel into the container within. Izzy has practised this until he can fool many bartenders into really thinking the liquor was honestly and normally consumed.

Izzy's pocket drainage system and Izzy's disingenuous facial expression are perhaps the only two constant features of his equipment and make-up. In all other respects he is never the same man twice. It is a wonder his wife and four children over in Brooklyn know him when he comes home at night, for, even tho he leaves home in the togs required for the morning's assignment, there is no assurance he will return in the same attire.

Once he and his pal, Moe Smith, became hostlers for a few days. They had a tip about a certain stable. There was a still in the back of it, they were told. The two forlorn-looking stablemen, as horsy as the thorough Izzy could make them, applied for jobs. There was nothing just then, but there might be later. They hung around. They dropt in from day to day, got acquainted with the boss and gradually nosed their way about. They found the still before they got their jobs.

And just to show his range, Izzy one evening walked into the Yorkville Casino with a trombone under his arm. The false-front shirt, Ascot tie and other infallible markings of the orchestra musician were upon him. He could play the trombone, too, just as on a similar occasion in Brooklyn he utilized a violin to win over the restaurant management. A good fellow, in each instance the charm of his music brought proffers of drinks, which he accepted, and then displayed his gratitude by distributing summonses.

Another day found him pushing a fruit-cart in the Bronx. His equipment was real. There was nothing stagy about it. The soft felt hat, the bandanna, the corduroy trousers, all blended with the rickety two-wheeled vehicle to convince the two score saloonkeepers upon whom he called in one day that he was the genuine fruit peddler. As so marked with other selling ruses of Izzy's, his fruit was good and the price was cheap—not too cheap, because that would excite suspicion. The exceptional bargains he offered in his rounds of the combination saloon and lunch counter places made him welcome and at the opportune moment in each transaction the request for a return favor was made. In each case where it was granted there was an arrest.

Izzy can drive a truck as well as he can guide a push cart. And trucks bear a definite relation to bootlegging. The average truck driver knows enough about the illicit liquor trade to hang many men. Ergo, Izzy mastered trucking and on occasions too numerous to recount he has in his capacity as chauffeur driven many a load of his unsuspecting employer's booze straight to a Government warehouse. And not only the immediate load, but all the rest of the supply from which it came. The avenues for learning the liquor traffic's routes are limitless for the truck driver, and the evidence gained on any one such sally is sufficient to last an agent of Einstein's caliber many a day.

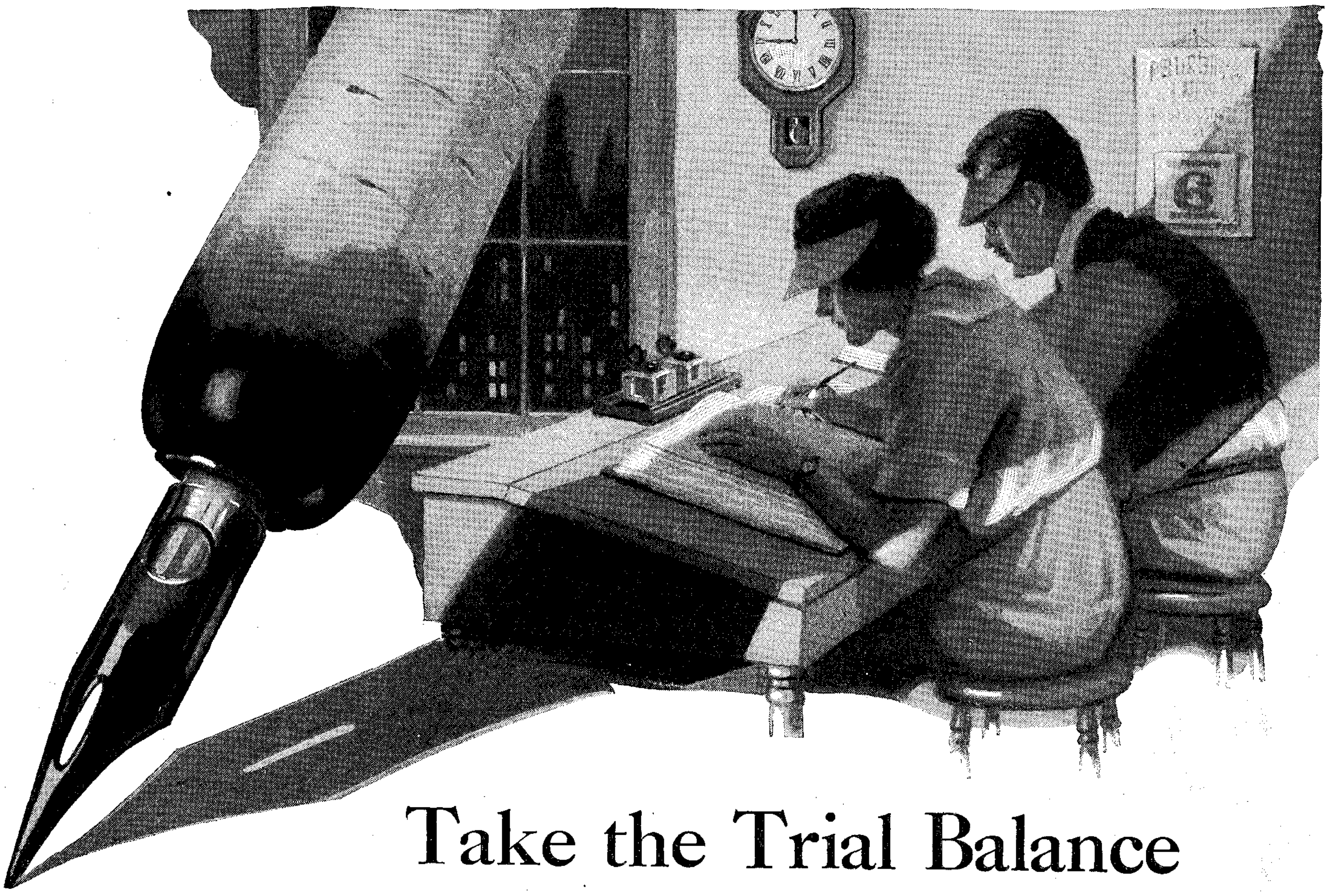
During the strike of milk wagon drivers Izzy went into East Yorkville. In the excitement he was accepted without question as one of the strikers. Around the starting places of the milk routes were numerous saloons which catered to the drivers, and the strike period found them flourishing. So one day Izzy and some of his new-found friends walked into a bar.

"We're celebrating the expected victory of the strike," Izzy told the man back of the bar. "Give us some ginger ale."

"A fine way to celebrate," replied the bartender, only mildly interested. But he brightened. "You fellows have all the milk now, why don't you try some good old milk punches? You get the milk and—well, you know what I mean."

The milk was produced. The punches, real ones, were served. The place was "pinched."

Izzy speaks Hungarian, Polish and German as well as he does



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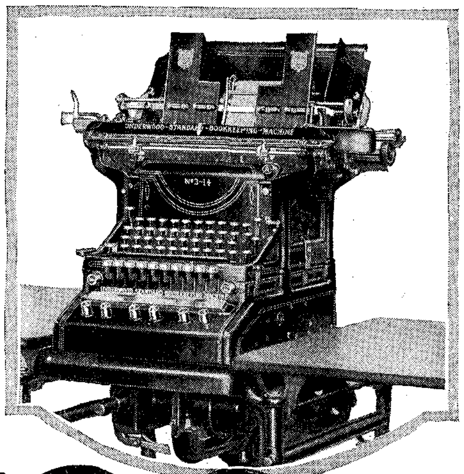

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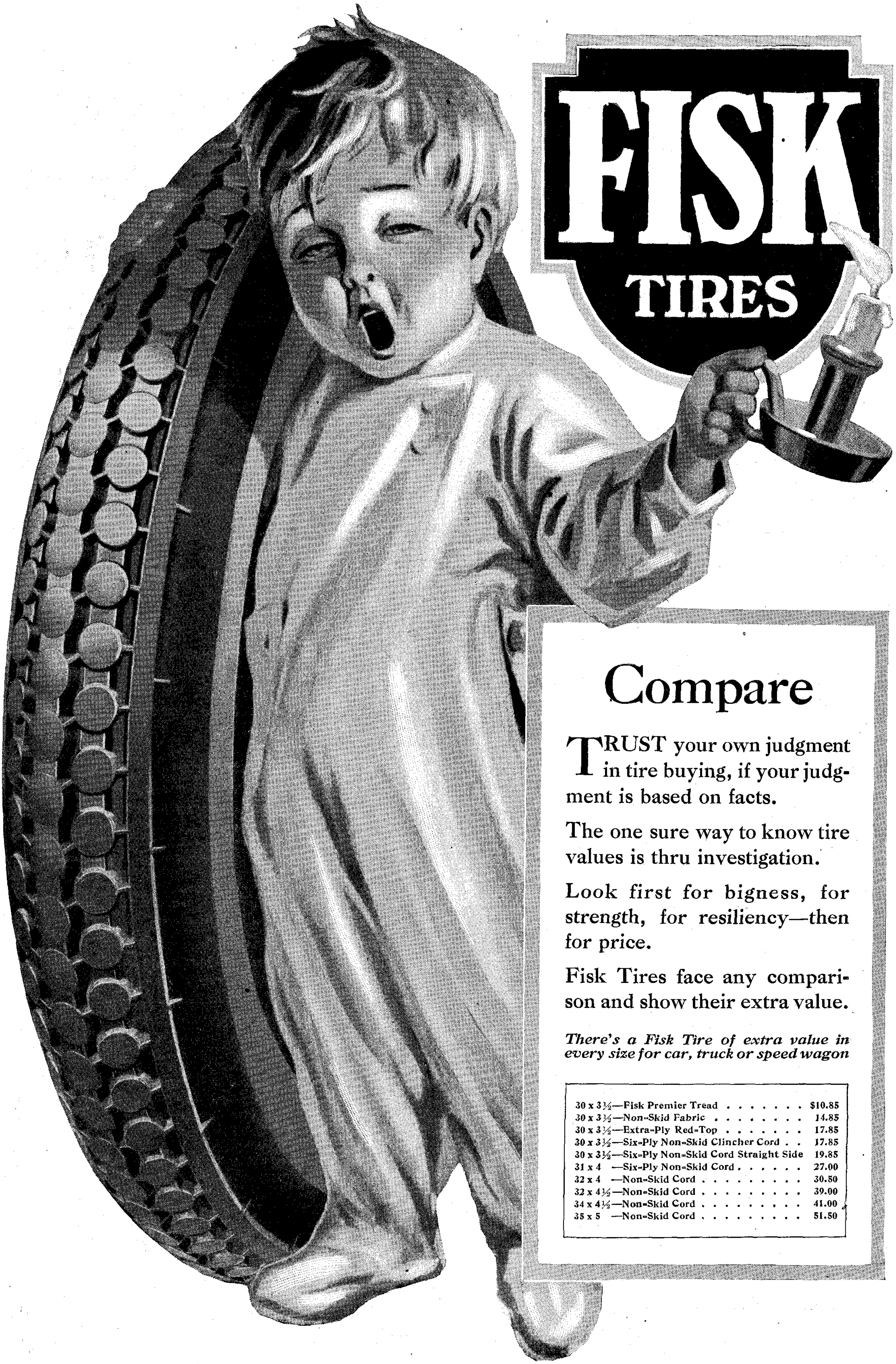

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30 x 3½	—Extra-Ply Red-Top	17.85
30 x 3½	—Six-Ply Non-Skid Clincher Cord	17.85
30 x 3½	—Six-Ply Non-Skid Cord Straight Side	19.85
31 x 4	—Six-Ply Non-Skid Cord	27.00
32 x 4	—Non-Skid Cord	30.50
32 x 4½	—Non-Skid Cord	39.00
34 x 4½	—Non-Skid Cord	41.00
35 x 5	—Non-Skid Cord	51.50

English. He is at home with almost any one, whether on the water front, on the East Side, or with laborers in any part of the city or State. Only recently a vast lumber camp area in northern New York near the Vermont border was cleaned of bootleggers largely by virtue of his ability to mingle with and make friends of all classes and nationalities of the workers. Izzy's best rôle, however, seems to be that of salesman. As a salesman, we are assured:

> No one can compete with him, for his prices are low, which is the open sesame to the "hootch hatch." As a cigar salesman selling smokes at $35 a thousand that he said were worth nearer $2,000 a thousand—and were worth enough more than he asked for them to serve as bait—he and his playmate Moe brought wo to a series of up-State hotels. Getting friendly with the cigar clerks and in some instances through the clerks with the hotel managers, the business of learning the hotel's and even the town's liquor secrets was only a matter of a hint. Worthy and fair-priced salesmen that they were, there was no reason why they shouldn't be shown a little courtesy and hospitality. Then the clean-up.
>
> As a pickle salesman, Izzy trapt many a saloon owner and grocer who thought the drummer's reasonable prices warranted a return favor. In one instance Izzy's low pickle prices prompted the trusting grocer to offer him a drink of his best Scotch, also at a price correspondingly reduced—and the grocer at once suffered the consequences.
>
> "Can I have a pen and ink?" Izzy asked. "My friend wants to write me a check for my car out there that I just sold him."
>
> Indeed he could. The check was filled in and handed over.
>
> "Well, brother," remarked Izzy to his companion, "I wish I could send you on your way with my car—I mean your car—with something better than beer. She's a good car and if it wasn't for bum business in the shop I'd never sell it at that price——"
>
> The talk ran along, but the emphasis on the meagerness of beer had not been without its effect. They looked like "safe" customers. Would they like something better than beer? Would they?
>
> To make a long story short, that trick worked in about six places before Izzy and Moe decided word of it might have become unnecessarily noised about.
>
> Street-car conducting seems remote from bootlegging, yet the tip that saloons near certain car barns were doing rush business took Izzy there. He appeared bright and early one morning drest in all the regalia of a B. R. T. employee. He entered a saloon and laid a $5 bill on the bar.
>
> "Can you give me a lot of change for this?" he asked. "I need it for my run."
>
> The bartender also had use for small change.
>
> "Why don't you buy a drink?" he asked. "That's the way to get change."
>
> Izzy ordered a glass of beer.
>
> "Why don't you take a good drink?"
>
> Izzy ordered whisky. He got $4.25 in change. The bartender got arrested.
>
> Izzy doesn't crowd his victim. He doesn't beg for a drink.
>
> Once on an out-of-town assignment, given on the basis of complaints against a certain general storekeeper, Einstein arrived on the scene with a full line of teapots. The merchant knew his business and when Einstein quoted his prices, a purchase at a considerable saving was made. The storekeeper ordered 500 teapots, worth at wholesale about $1,000, for $750. Gratitude—Drink—Arrest.
>
> Izzy's chief once handed him what the chief thought might prove a tough job. Complaints had come in from an up-State town concerning a flood of home-made liquor. There was no clue as to its source, tho the local investigation had convinced the complainants there that the stuff was not being shipped in. Izzy is not addicted to such fiction-detective expressions as "simple," but his actions are as much to the point. He went to the town. He looked around. Cursory examination revealed nothing. He went to the station agent. No booze shipped in there or he would know it. Izzy asked for a record of freight received. He found several entries concerned with raisins. He took the name. In an hour he had arrested a farmer living just outside the town and had confiscated an enormous still.
>
> Izzy and Moe once became prosperous looking farmers and for a few days went to the places of farmers near Bethel and Monticello against whom complaints had been made. There they represented themselves as men looking for property to buy. The places were not for sale, but the upshot of the agricultural and kindred conversations they struck up was the seizure of numerous stills.
>
> One day early in their career as a team Izzy and Moe alighted from an auto in front of a saloon in upper Broadway. They sauntered in and walked to the back end of the bar near the proprietor's desk.
>
> "We don't sell whisky," was the sharp reply.
>
> "All right, give us beer," was Izzy's conciliatory reply.
>
> They got their beer and they had no sooner consumed it than they were told they might have whisky—the inheritance of the meek.
>
> "It takes a little finesse," Izzy admitted, in recounting the incidents of his exciting year or more of prohibition work. "The main thing, it seems to me, is that you have to be natural. The hardest thing an agent has to do is to really act as if he wanted and needed a drink. That doesn't mean you can walk in with the stock excuse of a toothache. They've got stung on that story so many times a man could roll over and die of it on the saloon floor and never get a drop.
>
> "But maybe I'd better not tell you exactly how it's done—it's dangerous information these days."

A POST-OFFICE WITH "SOMETHING TO SELL"

Why should a United States post-office go out after more business? It has no competition, and any increase in its activities, it might appear, would have to come merely because people had more letters to mail. There is a postmaster down in Nashville, Tennessee, however, who believes that post-offices ought to do more business, and who seems to have proved his point. His story is important because the business efficiency which he put into the Nashville office may have a moral for the whole country. He started with an idea. "I felt I had something to sell," is his way of putting it. "I became convinced that the business public were not taking advantage of the postal service, and I believed that, if a proper understanding could be created between the business men and the postal officials, it would be very helpful in increasing their business, and also help us in increasing efficiency in the post-office." Therefore this postmaster, Charles A. McCabe, undertook to put his office on "a real business basis." He prepared a number of circular letters to the business men of Nashville and vicinity. He suggested that Nashville might get business then going to other cities, if its merchants only used their post-office more, and with better judgment. It thus appears that, even tho the United States post-office is a monopoly, there may be a healthy sort of competition between its various branches. Here is a typical letter sent out by Postmaster McCabe, illustrating both his epistolary style and several of his points of view:

> MR. NASHVILLE BUSINESS MAN:
>
> "BABE" RUTH, "IDOL OF URCHINS," "FRENZY OF FANS," with his mighty bat, knocked the Yanks into the limelight, "copped" half the sporting page, and "landed" a pennant.
>
> IT'S THE "PEP THAT POUNDS THE PILL"
>
> that made "Babe" famous and enthroned him in the heart of every fan—whether he be a mighty, dignified colossus of capital or a happy-hearted newsboy of the street.
>
> "BABE" AVERAGES A HOME-RUN EVERY THIRD DAY,
>
> but Nashville's new star, "The Pan-American Express," "Bambino of Swat," in the Dixie League of business, knocks 'em every day, rain or shine.
>
> "GRANT" RICE, SHARPEN YOUR PENCIL—
>
> Crowds of letters, tied in orderly packages, begin to assemble in the street letter-boxes at 3:00 P.M.—speeding autos usher them to the post-office, where highly trained clerks seat them in the boxes of the cases.
>
> PAN-AMERICAN AT THE BAT KNOCKS HOME RUN EVERY DAY
>
> to Atlanta, Birmingham, Montgomery, Pensacola, Mobile, Memphis, Laurel, Hattiesburg, Lumberton, Tupelo, Piedmont, Anniston, Pell City, and over one hundred smaller towns in Alabama, Georgia, Mississippi, and Florida by reaching them on the morrow, in time for the first carrier delivery.
>
> SOME SAFE HITS—
>
> We reach Jackson, Miss., 7:50 A.M.; Troy, Ala., 8:05 A.M.; Opelika, 8:51 A.M.; Selma, 9:10 A.M.; Vicksburg, Miss., 9:30 A.M.; Baldwin, Fla., 9:30 A.M.; Lake City, Fla., 10:58 A.M.; New Orleans, La., 11:00 A.M.; Delta, Fla., 11:50 A.M., and a

half thousand smaller towns before noon. (Note—To New Orleans via N. O. & N. E. R. R.)

BASE ON BALLS—

We reach Shreveport, La., at 3:55 P.M.; Alexandria, La., 6:30 P.M.; Tallahassee, Fla., 3:30 P.M.; Houston, Texas, 10:35 P.M.; and a thousand small towns in the early afternoon, never possible before.

THE "DIXIE LEAGUE BUSINESS PENNANT" TO NASHVILLE—

With the Pan-American Express "batting" for Nashville, we reach the Western part of Mississippi, all of Alabama, Florida, and Georgia many hours ahead of Memphis, knocking "home-runs" while Memphis "strikes out."

WHEN WE PLAY ATLANTA IN THE FIELD—

of Alabama, Mississippi, Texas, and Louisiana, with the "swatting Pan knocking 'em all over the lot," it is simply a "slaughter" and "a shame to take the money."

WHEN WE PLAY NEW ORLEANS—

in the field of North and West Mississippi, all of Alabama, Florida, and Georgia, it is just "good-night" for we cover the field before they get started.

NO PENNANT IS WON UNLESS THE FANS SUPPORT—

The Pan-American Express is Nashville's best business bet since the Powder Plant. It gives us the advantage in the cotton country over every rival city in the South, but you can't reap the benefits with letters mailed late.

LET THE PAN-AMERICAN, "THE 'BABE' RUTH OF MAIL TRAINS"—"BAT" FOR YOU IN DIXIELAND. Remember this: No one but a "Bush Leaguer" drops his letters loose in the box, as it takes good team work to "land" a pennant.

LET EVERY BUSINESS FAN SUPPORT THE TEAM
BY
TYING LETTERS IN BUNDLES AND MAILING
EARLY
MAIL ALL LETTERS FOR THE "PAN" AT
THREE P.M.

This Nashville postmaster frequently reports on his business to the men who use it, and who might be more interested in the workings of it than they are. He gives them some pointers and some "horrible examples" in the following letter:

PEP FOR THE POST-OFFICE.

This is Charles A. McCabe's prescription, and he has tried it out with a number of excellent results in Nashville, where he is the postmaster.

MR. NASHVILLE BUSINESS MAN:

OBSERVATIONS AT THE POST-OFFICE

On a recent Monday there was received at the post-office from a very prominent business house about 20 parcels addrest to near-by towns. This house received these orders on Saturday morning and all orders could have gone forward on the early afternoon trains Saturday and the goods could have been in the customers' hands just 48 hours, or two days sooner. Was this your house? Are you losing business by such methods? INVESTIGATE!

HERE'S ANOTHER, EVEN WORSE

On a recent Tuesday, a certain business house whose manager is a man of splendid business acumen, his house enjoying a large mail-order business, sent 65 parcels to the main post-office at 9:00 A. M., all addrest to near-by post-offices. These orders came in Monday morning, were filled Monday evening, and notwithstanding the fact that the house is within two blocks of the post-office, delivery was not made to the post-office until Tuesday, too late even for the morning trains. This man penalized his day's business 24 hours on the question of prompt service because one point of his business is weak. This weakness is, in the final analysis,

A BUSINESS DISEASE

and finally will bury any business so affected unless prompt and efficient remedies are applied. The mission of the Nashville post-office, as exhibited in these letters, is to help Nashville business. We are "specialists" in our line and propose to offer remedies for certain business ailments with which we are familiar.

PSYCHOLOGY

treats of the science of the mind. All successful business men are more or less versed in its secrets. Mail-Order Houses' largest salaries are freely paid to men who have mastered and can apply this science.

AND THAT'S WHY

certain large houses in the East and North have imprest the thought on our people who should be our customers that their goods are better and cheaper while we sit by watching the gold flow out and the goods pass in.

THE ONE BIG REMEDY

Give the people service. Try to please. Don't you know that people in small towns know that you can send goods to them on evening trains? They reason that if they can come to town on the morning train, do their shopping and return on the evening train, that something is certainly wrong with Nashville when an order and a parcel can't travel that same route. They reason that you don't care and that is the big reason that Nashville has failed to sell the 750,000 people in middle Tennessee.

LET THE COUNTRY FOLKS KNOW

that you appreciate their business, that mail orders receive the same attention as a person, and that you will send all mail forward on the early afternoon train, giving them as good service as you do the town folks.

THAT KIND OF SERVICE CAN'T FAIL
COOPERATE. PLACE ALL LETTERS POSSIBLE
IN STREET LETTER BOXES BY FOUR P.M.
TIE IN BUNDLES. DROP IN PARCEL COMPARTMENT OF STREET MAIL BOXES
REMEMBER THIS IS YOUR POST-OFFICE

The Nashville post-office, like many other post-offices all over the country, was being clogged by mail dumped in at certain hours. Since the post-office is, in reality, an extension, a real part, of the business organization of any man who uses the mails, the business men of Nashville were thus injuring their own prospects. This letter from Mr. McCabe puts the matter up to them:

MR. NASHVILLE BUSINESS MAN:

You are certainly interested in your mail! When you pay postage for service, you expect the best. . . .

BUT

are you lending your aid to get the best service. . . .

BY

signing and mailing letters that are ready at noon, and at intervals thereafter?

REMEMBER THAT

60% of all letter mail received in the twenty-four-hour cycle comes in from 5 P. M., to 9. P. M.

You can help to distribute this peak load by sending to the letter-boxes the mail that is ready on your desk during the day!

If you contribute your part to the scheme, all letter mail can connect with the 8 P. M., trains for points in Ohio, Pennsylvania, Indiana, Michigan, Illinois and the whole West and Northwest.

The post-office is asking your aid that you may get the best service possible!

Will you kindly see that your house keeps your letters on the move to the post-office?

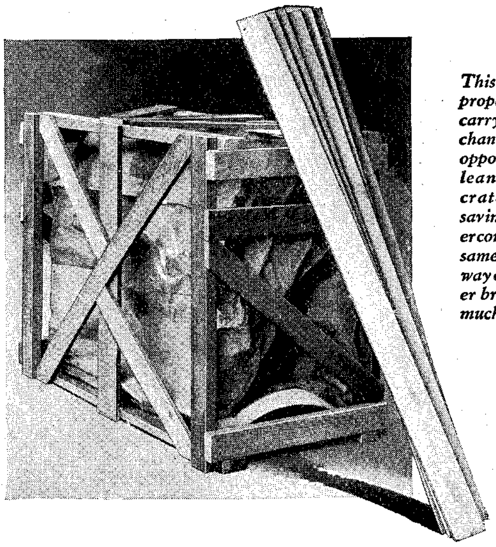
There was another little matter in which improvement was possible, even tho it is a safe bet that few business men in Nashville or in any other part of the country ever had it called to their attention. Mr. McCabe presents the facts in this snappy fashion:

MR. NASHVILLE BUSINESS MAN:

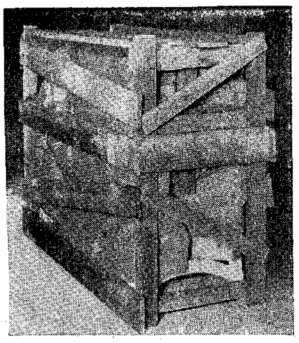
You are naturally interested in the economy of time as it affects your business mail.

DID YOU KNOW

that if you tie a string around your package of letters and



This cut shows a crate properly designed to carry the same merchandise as the crate opposite. The boards leaning against the crate represent the saving made by proper construction. At the same time the three-way corner, and proper bracing, make it a much stronger crate.



A typical crate. More lumber than necessary used, as shown by the crate opposite; weak corner construction; ineffective bracing. The kind of crate that makes for delayed shipments, damage claims, poor collections, dissatisfied customers.

A $100,000,000 *Annual Packing Loss—Most of It Saveable*

HERE are two facts of significance to every shipper in the country.

That in twelve cities in a single month a freight inspection bureau was obliged to refuse or repair 43,738 packages received by carriers unfit for shipment.

And that, in spite of such rigid inspection, the railroads of the country in 1919 paid out $103,000,000 in claims on lost and damaged freight.

What is responsible for this condition?

THE PACKING of goods looks like a simple matter. Just two problems to meet:

1. *To build an economical crate of the right size.*
2. *To make it strong enough to stand the jolts and bumps of shipping and to protect the contents.*

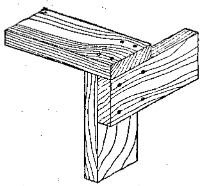
Such an obvious thing that few shippers have questioned whether it was being done right—perhaps not knowing that proper crate construction is no longer a matter of guesswork but is based on definite engineering principles. The U.S. Forest Products Laboratory and other agencies have contributed much in this development.

The Weyerhaeuser organization has for years been at work on this problem—collecting and analyzing the facts, so that every foot of lumber it sells for crating purposes will deliver 100% service and at the same time effect the greatest saving for the shipper.

AS A RESULT, this organization now offers to industrial executives a service that not only tells how to cut shipping costs and losses, but also includes the designing of crates to fit, in each case, the product to be packed.

Here is a service that has, in one instance, *saved a manufacturer* 10% *in his crating lumber costs,* 5% *in labor costs,* and 3% in freight costs; and through his ability to deliver his goods in uniformly better condition, speeded up his collections and increased his sales.

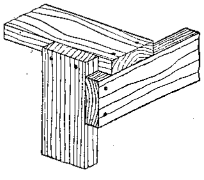
Weak Crate Corner Construction



The corner is the weakest part of the ordinary crate. This illustration shows a common method of crate corner construction in which the lumber is not used to maximum advantage. Nails driven into end grain have comparatively low holding power. This type of crate corner also lacks the bracing effect obtainable, with the same amount of lumber, nails and labor, in the approved "Three-way" corner illustrated below.

The racking and pulling apart of the ordinary crate corner is responsible for much of the damage to goods in shipment.

Strong Crate Corner Construction



This simple method of fastening together the corners of a crate requires no more lumber, is no more expensive to put together, yet is many times stronger than the method shown above.

In the better "Three-way" corner, each member is nailed to another member and has the third member nailed to it, making it very difficult to destroy the crate with ordinary handling. Note that all nails are driven into side grain. The distinguishing feature of this "Three-way" corner is that each member is held by nails or bolts in two directions. There are 16 ways to build this "Three-way" corner.

Make Every Month Perfect Package Month

LUMBER is the standard material for shipping containers. For this purpose this organization offers to factory and industrial buyers, from its fifteen distributing points, ten different kinds of lumber, of uniform quality and in quantities adequate to any shipper's needs.

A booklet outlining the principles of crate construction and explaining the personal service of Weyerhaeuser engineers will be sent on request to manufacturers who use crating lumber.

Weyerhaeuser Forest Products are distributed through the established trade channels by the Weyerhaeuser Sales Company, Spokane, Washington, with branch offices at 208 S. La Salle St., Chicago; 1015 Lexington Bldg., Baltimore; and 4th and Roberts Sts., St. Paul; and with representatives throughout the country.

WEYERHAEUSER FOREST PRODUCTS
SAINT PAUL • MINNESOTA

Producers of Douglas Fir, Pacific Coast Hemlock, Washington Red Cedar and Cedar Shingles on the Pacific Coast; Idaho White Pine, Western Soft Pine, Red Fir and Larch in the Inland Empire; Northern White Pine and Norway Pine in the Lake States drop them in package box, it will save a lot of time in arranging them for the canceling machines?

WHY

not keep them in orderly fashion, as they certainly must be when you have sealed and stamped them, and send them to the post-office in that manner?

A BIT OF STRING HELPS BUSINESS.

By tying up letters in neat bundles, among other expedients, Nashville merchants have been able to cut down postal delays, increase their own efficiency, and save expense for their post-office.

JUST THINK

how a little thoughtful act of this kind on your part will assist in helping your mail to catch an early train.

MAIL TRAINS DON'T WAIT

We must be on time. Won't you assist the post-office to give your letters the best service possible?

DON'T FORGET

to keep the mail coming to us. Just take those letters that are ready and send them to the mail-box at intervals during the day.

What business man ever gives more than a passing thought to the particular trains on which his mail, for better or for worse, goes out to his customers? Mr. McCabe points out that train times have a good deal to do with successful business. He announces, in one of his recent bulletins:

MR. NASHVILLE BUSINESS MAN:

THE PAN-AMERICAN, GOING SOUTH, THE NEW TRAIN,

the "Aristocrat" of L. & N. passenger trains, the last word in speed and service, leaves Nashville daily at 5:03 P. M. This is not a regular mail train, but Nashville makes pouches on Birmingham, Montgomery, Mobile, Pensacola, and several important mail trains West out of Birmingham.

NASHVILLE'S BREAD AND BUTTER

territory is reached through these connections, with a gain of one day letter delivery over the old night trains.

CONNECTION AT BIRMINGHAM

This train reaches Birmingham, at 10:20 P. M., and makes all the midnight mail connections, giving Nashville a wonderful advantage over other Southern cities competing in this same area.

ADVANTAGES AT MONTGOMERY

Three splendid connections out of Montgomery to the Southeast, South, and Southwest, possible only through this train, cover a large territory.

GAIN A DAY TO DIXIE

with your business letters; get them in the street letter-boxes by 3 P. M., or in the Main Post-office by 4 P. M., and they will be on the train, South-bound, by 5:03 P. M., gaining for you the same business advantage in time delivery of your letters on to-morrow in Dixieland as enjoyed by Memphis, Atlanta, Birmingham, Chattanooga, Mobile and New Orleans.

THE HEART OF THE COTTON COUNTRY

in Georgia, Alabama, Florida, Louisiana, Mississippi and Texas, is yours now, on equal footing with all Southern competing cities, from Memphis to New Orleans, even distant competitors like St. Louis, Dallas, Savannah, and Charleston will have to look to their laurels.

BUT WHAT'S THE USE?

If you don't take the advantage; what good can you derive from this magnificent train of speed and service, if you do not get your mail to the post-office? A letter mailed is worth a hundred that failed!

GET READY FOR MUSCLE SHOALS TRADE

Let Nashville get on her tip-toes like the jockeys fighting for the inside position next to the fence; every inch counts in the finish; only one horse can possibly win.

DON'T BE AN "ALSO-RAN"

Study your schedules, finish and mail such letters as go by the next train, and impress upon your office force the importance to your business of getting your mail to the post-office promptly, TIED IN BUNDLES, so we can handle quickly to the departing train. For connection to the train, mail your letters in street letter-boxes in the business district, by 3 P. M.

Mr. McCabe lately took stock of the changes which his little campaign has brought about in his own office. The improved business of Nashville business men is a matter, of course, on which figures are not available. "Being a business man myself," says Mr. McCabe, introducing his report:

I knew that most business men had to be shown, and I realized that the mere requesting of the business men to cooperate with us was not enough and that we would have to, in some way, show them that we had something to sell them, something that they were already buying but that on account of their lack of knowledge of what they were buying they were not getting anything like the results that they could get; so that I came to the conclusion that we would write a series of letters calling attention of the business men to the possibilities of the service and

NEAT PACKAGES AND PRE-CANCELED STAMPS.

The post-office is a business adjunct of every man using it, asserts Postmaster McCabe. By helping to make it more efficient, as, for instance, by using precanceled stamps, they boost their own business.

"The Gulbransen is part of our family"

"Mother, Father, Mary, myself and the Gulbransen—*that's our family.* And I'm the song leader!

"The Gulbransen is our pal. All play it well—all differently, according to our ideas. It holds us together—makes 'Home Sweet Home' sweeter!

"Mother sings the old love songs and hymns, to her own accompaniment.

"Father delights in playing plantation melodies and marches.

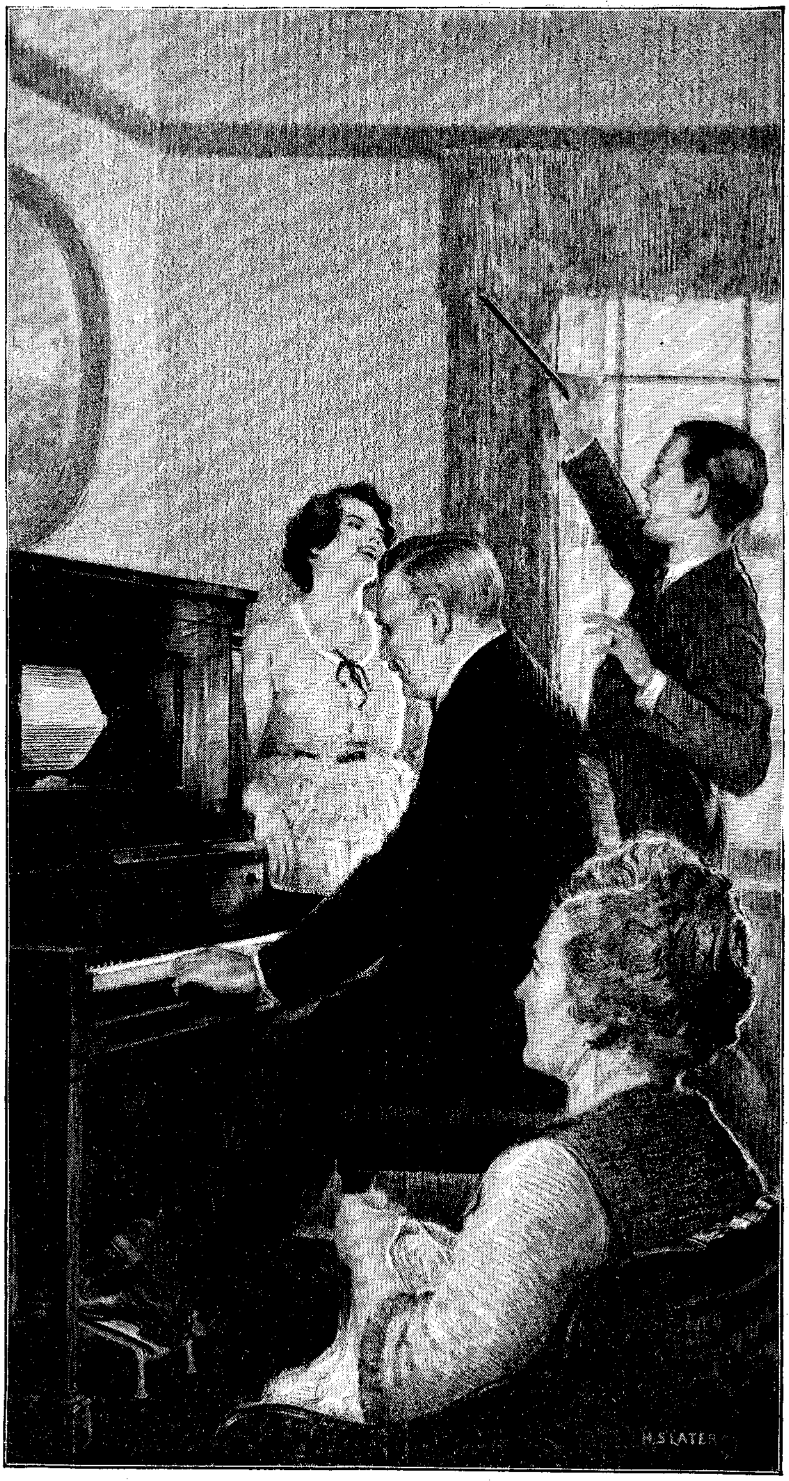
"Mary and I play popular airs.

"And how quickly we learned with the aid of Gulbransen Instruction Rolls! Such a musical education would certainly have cost us a fortune—to say nothing of many hours."

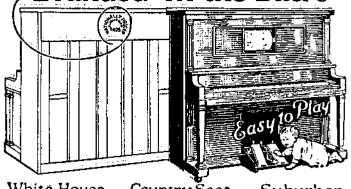
* * *

The Gulbransen is bringing new joys into thousands of homes. Gulbransen Instruction Rolls—the modern method of playing—teach you to play any selection correctly—from popular airs to grand opera. For quick proof try the three tests shown below.

Gulbransen-Dickinson Company, *Chicago*
Canadian Distributors:
Musical Merchandise Sales Company
79 Wellington Street West, Toronto



Nationally Priced
Branded in the Back



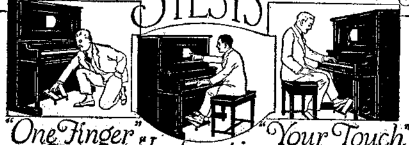
White House Model	Country Seat Model	Suburban Model
$700	$600	$495

To Gulbransen Owners: The Gulbransen is a fine instrument; don't neglect it. Have it tuned at least twice a year.

© 1922 G-D Co.

GULBRANSEN
The Player-Piano

Make these 3 TESTS of the Gulbransen



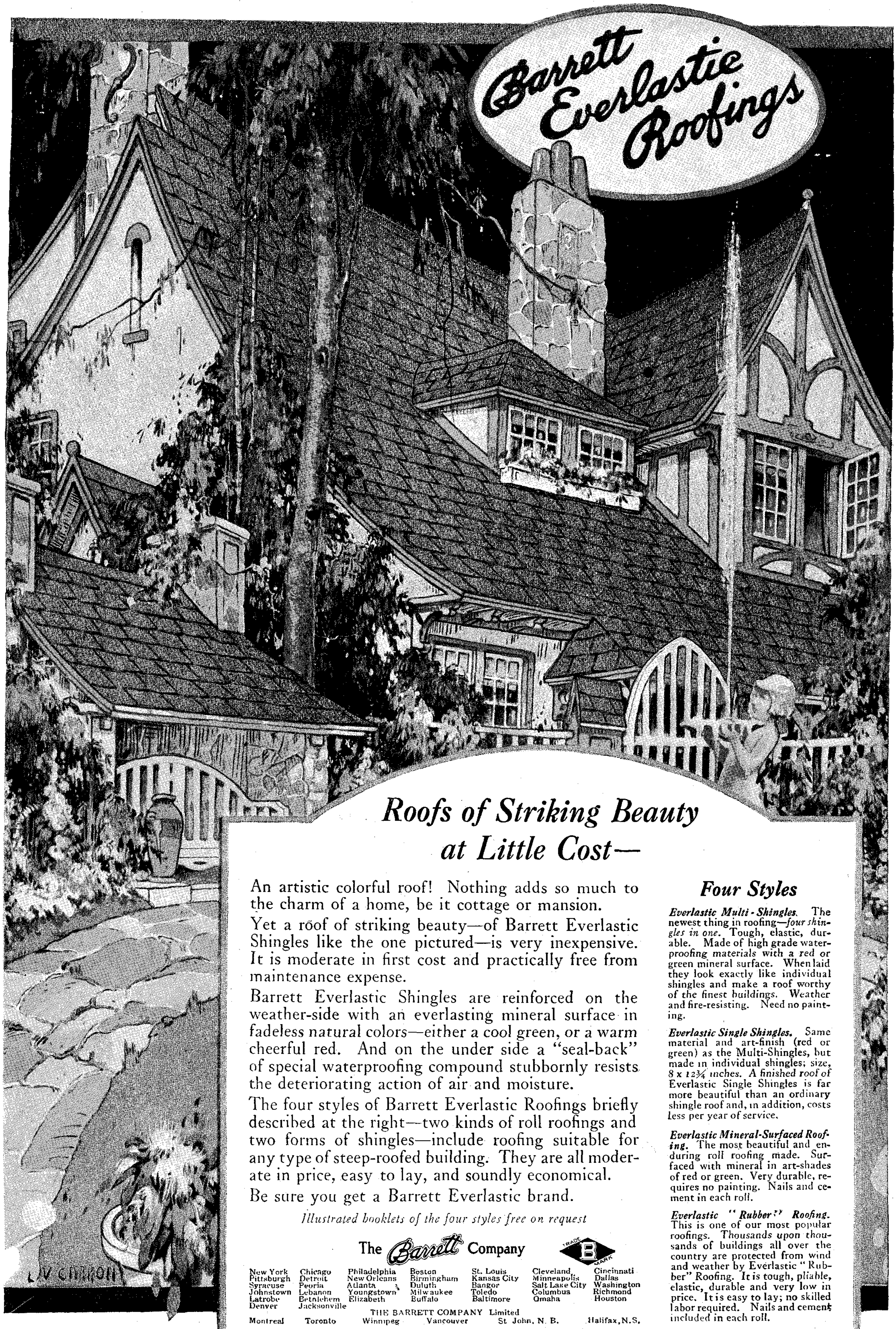
"One Finger" Test — "Instruction Roll" Test — "Your Touch" Test

"New Book of Gulbransen Music" Free on Request. Check Coupon.

☐ Check here if you do not own any piano or player-piano.

☐ Check here if you want information about having a Gulbransen player action installed in your present piano (or player-piano).

Write name and address in margin and mail to Gulbransen-Dickinson Co., 3230 West Chicago Avenue, Chicago.



Roofs of Striking Beauty at Little Cost—

An artistic colorful roof! Nothing adds so much to the charm of a home, be it cottage or mansion.

Yet a roof of striking beauty—of Barrett Everlastic Shingles like the one pictured—is very inexpensive. It is moderate in first cost and practically free from maintenance expense.

Barrett Everlastic Shingles are reinforced on the weather-side with an everlasting mineral surface in fadeless natural colors—either a cool green, or a warm cheerful red. And on the under side a "seal-back" of special waterproofing compound stubbornly resists the deteriorating action of air and moisture.

The four styles of Barrett Everlastic Roofings briefly described at the right—two kinds of roll roofings and two forms of shingles—include roofing suitable for any type of steep-roofed building. They are all moderate in price, easy to lay, and soundly economical.

Be sure you get a Barrett Everlastic brand.

Illustrated booklets of the four styles free on request

The Barrett Company

New York
Pittsburgh
Syracuse
Johnstown
Latrobe
Denver
Chicago
Detroit
Peoria
Lebanon
Bethlehem
Jacksonville
Philadelphia
New Orleans
Atlanta
Youngstown
Elizabeth
Boston
Birmingham
Duluth
Milwaukee
Buffalo
St. Louis
Kansas City
Bangor
Toledo
Baltimore
Cleveland
Minneapolis
Salt Lake City
Columbus
Omaha
Cincinnati
Dallas
Washington
Richmond
Houston

THE BARRETT COMPANY Limited

Montreal Toronto Winnipeg Vancouver St. John, N. B. Halifax, N.S.

Four Styles

Everlastic Multi-Shingles. The newest thing in roofing—*four shingles in one.* Tough, elastic, durable. Made of high grade waterproofing materials with a red or green mineral surface. When laid they look exactly like individual shingles and make a roof worthy of the finest buildings. Weather and fire-resisting. Need no painting.

Everlastic Single Shingles. Same material and art-finish (red or green) as the Multi-Shingles, but made in individual shingles; size, 8 x 12¾ inches. A finished roof of Everlastic Single Shingles is far more beautiful than an ordinary shingle roof and, in addition, costs less per year of service.

Everlastic Mineral-Surfaced Roofing. The most beautiful and enduring roll roofing made. Surfaced with mineral in art-shades of red or green. Very durable, requires no painting. Nails and cement in each roll.

Everlastic "Rubber" Roofing. This is one of our most popular roofings. Thousands upon thousands of buildings all over the country are protected from wind and weather by Everlastic "Rubber" Roofing. It is tough, pliable, elastic, durable and very low in price. It is easy to lay; no skilled labor required. Nails and cement included in each roll.

pointing out to them what they were losing by not taking advantage of the service that we were ready to give them if they would just help us a little bit.

The result of this campaign has really been wonderful, and we now have the cooperation of the business public.

To show you how it has succeeded, below you will find a table showing conditions in March, 1920, and March, 1922:

	March 1920	*March 1922*
Percentage of letters received tied in orderly packages from mailers	10%	55%
Percentage of letter mail received after 6:00 P.M. (considered late mailing) reduced from	50% to	38%
Percentage of circular mail and catalogs tied in orderly packages	15%	98%
Pre-canceled stamps affixt to Parcel Post mail	15%	90%
Pre-canceled stamps affixt to circulars and catalogs	20%	95%
Percentage of circulars and catalogs separated to towns and states	10%	60%
Permits issued for use of the pre-canceled stamp	146	525

We have proved that in most of the little towns within a radius of 75 miles of Nashville, mail and packages can be delivered on the same day, if mailed on the early afternoon trains.

I am strongly of the opinion that if work similar to ours was carried on in all of the post-offices of this country it would not only be a great service to the business public but would also greatly reduce expenses in the Post-office Department.

GANDHI, ENEMY OF WESTERN CIVILIZATION

"LOVE YOUR ENEMIES; if you can not love them, pardon them and never retaliate against them." Do not resist evil, for "by thought, word or act you must not injure your adversary." If your adversary, refusing to follow this rule, subjects you to great suffering and loss, "rejoice in the suffering and loss and court them; if you can not rejoice in them, pardon them and never retaliate against them. Force is wrong and must go under."

These are said to be a few of the ideas that inspire Mahatma Gandhi, now in prison for stirring up the Indian populace against British rule. Gandhi hates British rule, however, chiefly because he hates all rule and he is said to have declared that, "the merit of the British Government is that it governs least." This sentiment was exprest by the Indian leader, it is true, in the days before the said Government changed its ideas and began to rule India with a stronger hand, putting Gandhi into jail as one of the first steps in its program. Political leaders, both in England and in India, are wondering whether opposition to British Government in India will continue along the "non-violent" lines advocated by Gandhi, now that the leader is in jail. Previously, the Mahatma has been able to curb the tendency to violence in his followers by fasting for a certain number of days. This form of self-chastisement on his part, it is said, usually brings the turbulent persons to time.

The man's real and final objective is a "radical reform of mankind. He avows himself an implacable enemy of western civilization," asserts a fellow Indian, Srinivasa Sastri, who differs with Gandhi politically but is said to be his friend. Sastri, who was the Indian member of the British Delegation to the Washington Conference on Disarmament, is himself a qualified believer in western civilization, and thinks that India might fall into a state of promiscuous trouble if British rule were removed. But he tellingly quotes against our civilization those of Gandhi's precepts which sound very much like the Christian Gospel which that same western civilization professes to believe in. In addition to the counsel of returning good for evil already quoted, Gandhi believes, according to Sastri, that "nobody is entitled to possess more than is necessary for the moment. To hold in excess of the need is to be guilty of theft. He and his wife have given away all their property—he practised law for many years with success—and now own nothing beyond the clothes they wear and a change or two and maybe a bag or box to contain these." A number of Gandhi's sayings have been collected by *The Survey* (New York). Beginning with this reference to America as a "horrible example," they run:

> The greater is the possession of riches, the greater is the moral turpitude. . . . That you can not serve God and Mammon is an economic truth of the highest value. Western nations are to-day groaning under the heel of the monster god of materialism. Mere moral growth has become stunted. They measure their progress in pounds, shillings and pence. American wealth has become the standard. She is the envy of other nations. I have heard many of our countrymen say that we will gain American wealth but avoid its methods. I venture to suggest that such an attempt if it were made is foredoomed to failure.
>
> The force of love is the same as the force of the soul or truth. We have evidence of its working at every step. The universe would disappear without the existence of that force.
>
> It is easier to win an ignorant fanatic from his error than a confirmed scoundrel from his scoundrel issue.
>
> Fearlessness is the first thing indispensable before we can achieve anything permanent and real. Let us fear God and we shall cease to fear man. If we grasp the fact that there is a divinity within us which witnesses everything we think or do and which protects us and guides along true faith, it is clear that we shall cease to have any other fear on the face of the earth, save the fear of God.
>
> Our Scriptures seem to teach that a man who really practises *Ahimsa* (Harmlessness) in its fullness has the world at his feet; he so affects his surroundings that even the snakes and other venomous reptiles do him no harm.
>
> In its positive form, *Ahimsa* means the largest love, the greatest charity. If I am a follower of *Ahimsa*, I must love my enemy. I must apply the same rules to the wrongdoer who is my enemy or a stranger to me as I would to my wrongdoing father or son. This active *Ahimsa* necessarily includes truth and fearlessness. A man can not deceive the loved one, he does not fear or frighten him or her. Gift of life is the greatest of all gifts; a man who gives it in reality disarms all hostility. He has paved the way for an honorable understanding. And none who is himself subject to fear can bestow that gift. He must, therefore, be himself fearless. A man can not then practise *Ahimsa* and be a coward at the same time. The practise of *Ahimsa* calls forth the greatest courage. It is the most soldierly of a soldier's virtues.
>
> If the world believes in the existence of a soul, it must be recognized that soul force is better than body force—it is the sacred principle of love which moves mountains. On us is the responsibility of living out this sacred law; we are not concerned with results.
>
> We should not encourage the thought that one has to work because he will be honored. Similarly, if public men feel that they will be stoned and they will be neglected let them still love the country; for service is its own reward.
>
> Passive resistance is an all-sided sword; it can be used in any way; it blesses him who uses it and him against whom it is used without drawing a drop of blood; it produces far-reaching results. It never rusts and can not be stolen. Competition between passive resisters does not exhaust them. The sword of passive resistance does not require a scabbard and one can not be forcibly dispossessed of it.
>
> True religion is not formal religion or customary religion, but that which underlies all religions—a religion which brings man face to face with his Maker.
>
> A servant of the people can not accept honors. He is supposed to have consecrated his all to the people and I could not secrate all that you have given me to you. One who has made "Service" his religion can not wish for honors. The moment he does so, he is lost. I have seen that some are inspired by the lust of help, some by the lust of fame. The lust of help is sordid enough, but that of fame is even more so. The misdeeds that the latter leads a man into are more wicked than those into which the former leads him.
>
> Rejection is as much of an ideal as the acceptance of a thing. It is as necessary to reject untruth as it is to accept truth. All religions teach that two opposite forces act upon us and that the human endeavor consists in a series of eternal rejections and ac-

> ceptances. Non-cooperation with evil is as much a duty as cooperation with good.

An India awakened and free has a message of peace and good-will to a groaning world.

Gandhi's war against civilization, particularly against the existing system of British Government, is conducted according to the foregoing principles. The logic behind his campaign is thus summed up by Sastri, his political opponent and personal friend, in *The Survey:*

> Since western civilization and the existing system of British Government have to be got rid of, we must have nothing to do with either offspring of Satan; we must first cut off our connection with those large and powerful institutions by which they enslave us. These are schools, courts, legislatures. Withdraw children from schools, sue not for justice in courts, and avoid the polling-booths. Machinery being another invention of Satan and mills being the mainstay of British domination in India, boycott both, cease to import foreign cloth, and erect a spindle in each home. The motion of the *Charka* (spinning wheel) has mystic properties, its music chastens the soul, and its products most adorn the human form, especially the female form. These principles and courses of action have more or less permanent validity because the war against modern civilization must be expected to be of indefinite duration. It is a picked body, however—namely, the members of the *Satyagrahasrama* in Ahmedabad—who are engaged in this exalted enterprise and owe lifelong allegiance to these principles and courses of action. The numerous levies now fighting in India under the flag of non-cooperation are enrolled only for a single campaign and may lapse into the common grooves of life as soon as the British Government has been brought to its knees and has consented to change its basis. In the intensive operations of this campaign it may become necessary to resort to civil disobedience of selected laws and non-payment of taxes. But, whatever the severity of the measures which such action may provoke the authorities to adopt, non-cooperators are precluded from the slightest infraction of the commandment as to non-violence.
>
> To understand Mr. Gandhi's view of life, attention must be fixt on the rules he has laid down for the regulation of his Ahmedabad institution. Its name, *Satyagrahasrama,* means the hermitage of the determined practise of truth or the abode of soul-force. The *asrama* is still small. It has had no real chance of proving its vitality, for ever since its establishment other things have claimed the energies of its founder. But the attainment of its objects is conditioned by the increase of its numbers and the acceptance by the community at large of those austere ideals which are at present exemplified in the lives of a few apostles. No estimate can be formed of the prospective influence of the new gospel without an examination of its real nature.
>
> Truth in the highest sense is possible only where the individual enjoys complete freedom. All forms of force or coercion are thus at once barred. Compulsion, authority, government—these are anathema maranatha to one who at bottom is a philosophical anarch. In fact, he describes the essence of his doctrine sometimes as love, sometimes as truth, sometimes as non-violence (*ahmisa*); these terms are, in his opinion, interchangeable. No organized government, in the ideal world, is justifiable. The merit of the British Government is that it governs least. Even a family and a school must trust entirely to the power of love and moral reasoning.

"M. K. Gandhi is an ascetic in the rôle of the political leader—the apostle of a unique revolution," says S. K. Ratcliffe, and thus sums up, in the same magazine, the recent activities of the man which have finally resulted in his arrest:

> For two years past he has been preaching the implacable doctrine of non-cooperation: an absolute boycott of the British Govment as the road to immediate freedom for the Indian people. He commands his followers to withdraw their children from government schools and colleges, to abandon the law courts, to return their decorations, to abjure the use of foreign goods and burn every yard of foreign cloth they possess—while refraining from violence of any and every kind. The proclamation of his doctrine in its absolute form came with the revelation (as Gandhi believed it to be) of the "satanic" character of the British power and of western materialism in the massacre of Amritsar in the Punjab by Brig.-Gen. Dyer (April, 1919). Since then Gandhi has completely dominated the Indian National Congress at successive sessions—in Calcutta, Nagpur, and Ahmedabad and the sweep of non-cooperation throughout the country has been marked by incessant bonfires of foreign cloth and by the spectacular boycott in many cities of the Prince of Wales's tour.

"PUTTING OVER" THE UBIQUITOUS AD

HOW DOES THE BUSY ADVERTISING MAN so improve each shining hour that the products of his genius frequently eclipse the pure reading matter for which magazines and newspapers are supposed to exist? The art and ingenuity displayed in modern advertising copy were never attained without plenty of that hard work which is said to constitute nine-tenths of genius. Organization, the deep thought of dozens of bright young men and men who stay young, is responsible for that handsome youth in the new spring suit, set before your eyes to the accompaniment of a few chaste lines of letter-press which touch your heart, vanity and pocketbook at the same time. No one man, but an agency, in all probability, was responsible for that "full page in color" which will alter the ideas of thousands of citizens as to what they ought to eat for breakfast. "The chief exponent of advertising," writes an expert in the art, Earnest Elmo Calkins, in a little volume on "The Advertising Man" (Scribners), "is the advertising agency." There are at least five hundred such organizations, we are told, and fully ninety per cent. of all advertising, except retail, is prepared and placed by them. Mr. Calkins informatively proceeds:

> The advertising agency is a group of men of various attainments, selected for their proficiency in certain lines, and bound together by an organization depending more on the temperaments of its different members than is customary in most business groups. The simplest organization that can exist and perform the work of an agency should be equipped to investigate markets, prepare an advertising plan, select mediums, execute the plan (prepare advertisements with the necessary copy, art work, and printing), place that advertising in the mediums, and check up its insertion. Nor can any agency wholly ignore the necessity of getting new accounts from time to time in order to insure a healthy growth. So the advertising agency consists of the following major departments:
>
> 1. Commercial research (trade investigation).
> 2. Plan (creative work, visualizing).
> 3. Mediums and rates.
> 4. Copy.
> 5. Art, including layout and typography.
> 6. Placing and checking.
> 7. Soliciting or business getting.
>
> The names do not greatly matter. These are the usual ones, but other terms are used, and none of the titles are as exactly descriptive as they might be. I have called them departments. They represent work that must be done, but a department may be a single man, or a group of men. And in the case of smaller agencies one man may be a group of departments. Indeed, it generally happens that all the members of the staff are to some extent interchangeable. Each is an advertising man. Each knows something of the others' work. The research man is an advertising man with a strong leaning toward statistics. The art director is an advertising man with a feeling for design. It is difficult to draw hard-and-fast lines between the departmentalized jobs, to say just where making the plan divides itself from the selection of mediums, on one hand, or from the making of layouts, on the other. One of the charms of agency work is the association, the interchange of ideas, the discussions, the constant novelty that renews the interest. The best agencies are those in which the members of the staff, otherwise well equipped, are temperamentally adapted to each other. This intellectual team-work has sometimes been described as the composite man.
>
> The research department, also called market investigation, is that part of the agency's work which digs up facts on which to base an advertising campaign. Advertising is not launched blindly, but is intended to accomplish a certain definite, predetermined result; as, for instance, introducing the goods into a new territory, increasing sales in an old one, driving out competition, or teaching people a new habit. The first thing is to learn everything about the prospective territory. What is its population? How many are native-born, literate, white? How many earn enough to afford the article advertised? What is the standard of living? How many own autos? How many pay income tax? How many own their homes? These are some of the things the investigator starts to find out. He gets data from government reports, tax lists, sales sheets, census, and house-to-house canvass. By similar methods facts about dealers are collected. A study of the advertiser's products is likewise made—price, demand, competition; how manufactured, packed, shipped; how distributed, jobber, or direct

THE TIRE COMPETITION OF TOMORROW

THERE has been more advance in the *art of tire making* in the past five years than in almost any other one thing.

That so many of these advances *originated* with the makers of U. S. Tires is perhaps aside from the point. The concern of the car-owner himself is how *he* is going to benefit.

* * *

If tire manufacturers make no attempt to outrival each other in *quality*, where does the tire user get *his* consideration?

The makers of United States Tires urge upon *everybody*—manufacturer and dealer alike—a *new kind* of competition.

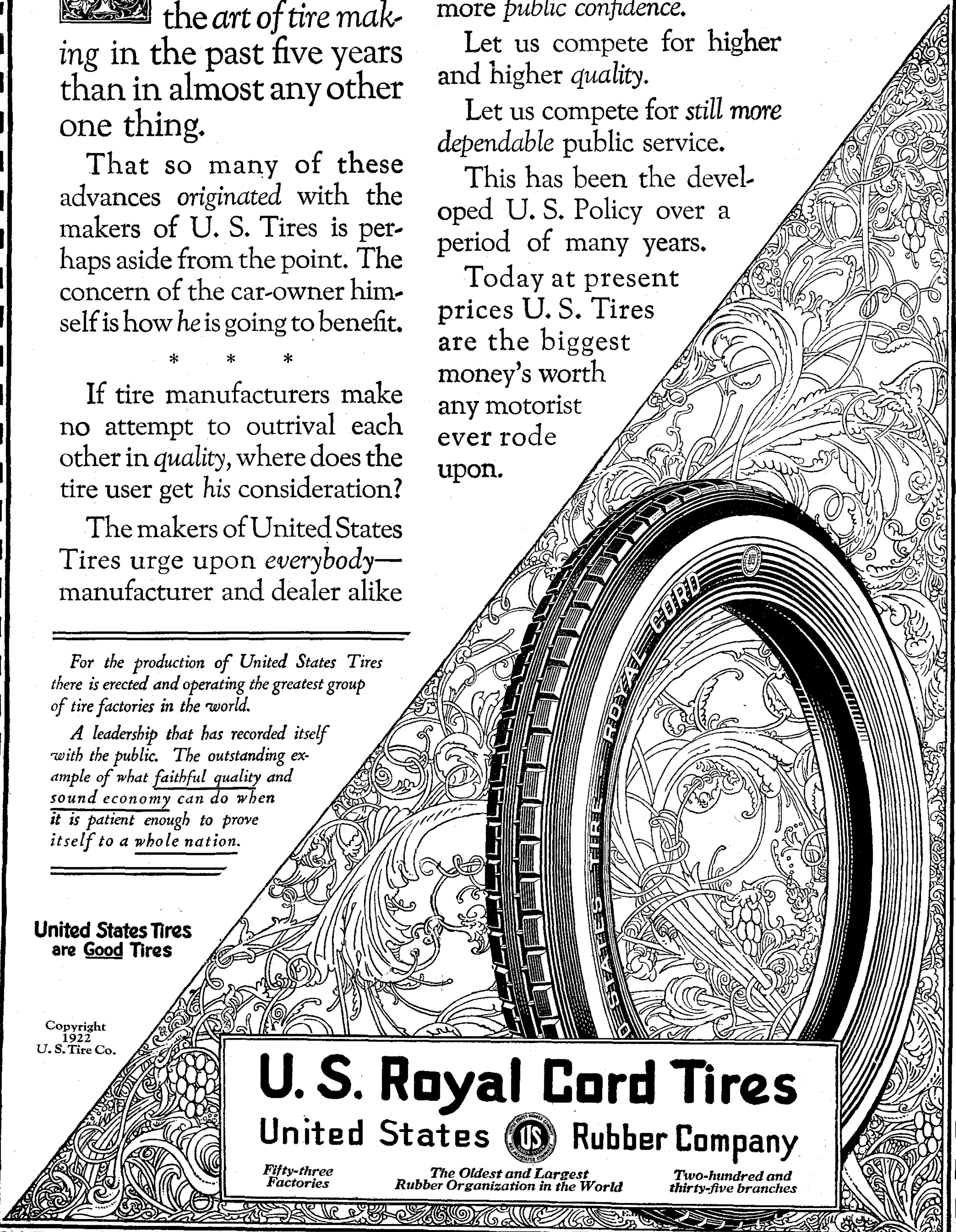
Let us compete for more and more *public confidence.*

Let us compete for higher and higher *quality.*

Let us compete for *still more dependable* public service.

This has been the developed U. S. Policy over a period of many years.

Today at present prices U. S. Tires are the biggest money's worth any motorist ever rode upon.



For the production of United States Tires there is erected and operating the greatest group of tire factories in the world.

A leadership that has recorded itself with the public. The outstanding example of what faithful quality and sound economy can do when it is patient enough to prove itself to a whole nation.

United States Tires are Good Tires

Copyright
1922
U. S. Tire Co.

U. S. Royal Cord Tires

United States Rubber Company

Fifty-three Factories | *The Oldest and Largest Rubber Organization in the World* | *Two-hundred and thirty-five branches*

Try a pipeful

or two direct

from the factory

Not that it will be any better than the Edgeworth you buy in a store, but we want you to have your first Edgeworth smoke at our expense.

You may repay us by finding that Edgeworth just suits your taste. And if it doesn't —for there are some few men to whom Edgeworth is not just the thing—there's no harm done.

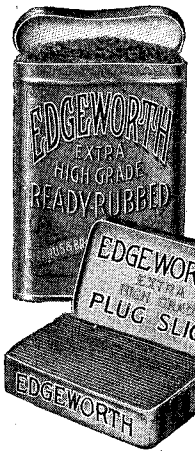
We are glad enough to send free samples in the same spirit that we'd hand you our pouch if circumstances permitted. We wish it were possible to save you even the little trouble of writing for Edgeworth.

Edgeworth is a likable smoke. Men who have tried it and found it to be the right tobacco for them never think of smoking other tobaccos. They'll tell you there are many good tobaccos—and there are. And when you offer them your pouch with "stranger" tobacco in it, they may use up a pipeful just to be friendly.

But notice how quickly they get back to their beloved Edgeworth!

Day after day Edgeworth fans write to us. They tell us human little stories, friendly anecdotes centering around Edgeworth. Often it is the number of years they have smoked Edgeworth that prompted them to write.

Knowing how hard it is for the average man to write letters, we consider these unsolicited messages the greatest tribute to Edgeworth we could possibly have—greater even than the increasing sales. It gives the business of making tobacco a pleasure that runs through the whole gamut —from factory executive to the smoker in the backwoods.



If you have never tried Edgeworth, let us repeat our offer, "Try a pipeful or two direct from the factory." All you have to do is to write "Let me try a pipeful or two" on a postcard, sign your name and address and send the postcard to us. The address is Larus & Brother Co., 5 South 21st Street, Richmond, Va. If you want to add the name of your tobacco dealer, we'll make sure that he has Edgeworth in stock.

To Retail Tobacco Merchants: If your jobber cannot supply you with Edgeworth, Larus & Brother Company will gladly send you prepaid by parcel post a one- or two-dozen carton of any size of Edgeworth Plug Slice or Ready-Rubbed for the same price you would pay the jobber.

PERSONAL GLIMPSES
Continued

to retailer, and where. The facts sought depend on the nature of the problem. The data collected are sifted, tabulated, classified, and diagrammed. The real professional work of the man in charge of this department comes in making the right sort of deductions from this information.

The man who would be successful in such a department requires first a thorough acquaintance with business and the methods by which business is done. He must have a good head for figures and a liking for statistics. He must be unusually observant. The usefulness of such a man to his agency and the clients of that agency hinges almost entirely on his ability to read in a sales sheet or the report of an investigator those things which are not obvious to the casual observer, or, frequently, to the manufacturer himself.

A single instance will be enough to show how useful such work can be in developing sales. A large tire company sold through branch offices. Each branch was responsible for a territory, consisting of one or more States. The branch was responsible for all the trade secured in its territory. When a list of the branch offices was made, showing the amount of business done by each one in its territory, the Chicago branch led all the rest. A casual study of this report would lead one to think that the Chicago branch was the best. The head of the research department was not satisfied with this superficial showing. He had special investigations made, to show him the amount of business which could be done in each district. By means of the registration of automobiles and trucks, he was able to determine just how many possible customers there were. Then he compared the possible customers—that is, the potential market—with the actual market sold by each branch, and put it in the form of a graphic chart. A single glance revealed the fact that the Chicago branch, instead of being first, was eleventh. That is, ten other branches came nearer supplying the possible demand for tires in their territories than the Chicago branch. The Chicago territory was too large; one branch was not sufficient to take care of it. So it was subdivided into three branches, which greatly increased the sales made in that territory.

Such work appeals to the scientific mind. It is the exact opposite of the plan department, where so much depends on imagination. It deals with what is, while the plan department considers what might be.

The plan department comes next in chronological order, but in importance it is first. On the data developed by the research department, with the help of the rate, art and typographical departments, the complete advertising campaign for a client is prepared. The plan department is sometimes an individual and sometimes a committee. Into the plan goes all that the staff of the agency has in the way of advertising experience.

Two objects are aimed at in the formulation of the plan. One is its presentation to the advertiser—the client—for discussion and approval. The other is to serve as a program for carrying it out.

A plan covers a year or more. Its form is a typewritten book, illustrated with rough sketches, diagrams, charts, whatever will most effectively show what is going to be done. In this part of the work the help of the visualizer is called in. Sometimes the visualizer is the layout man, but anyway he is a man handy with a pencil. While he talks he draws pictures. If anything can be made clearer by illustration, that point is illustrated. A finished plan reaches the proportion of a good-sized book; sometimes several.

While the plan is in preparation, with constant need of consultation with the client, a contact man is selected. The contact man is the one who during the life of that account will be the go-between between the agency and its customer. He may be likewise the account handler, that is, the man who has general supervision of the execution of that particular account. This is usually the arrangement which gives the best results and causes the fewest lost motions. But the selection of contact man is often a matter of temperamental adaptation. The contact man works with the advertiser, his sales manager, advertising manager, and frequently his salesmen. He ought to have the qualities of a good mixer. The account handler must be a man of broad advertising experience, a good executive, with sufficient initiative to start things in time and keep ahead of the needs of the account. When the two groups of qualities are found in one man, the two kinds of work may be most happily combined.

This all sounds more complicated than it really is. To tell the truth, there must be a certain amount of elasticity about an advertising agency. Organization there must be, of course, but an advertising plan does not march through an agency in orderly progress like a flivver through an automobile factory. In a profession in which the creative faculty must be exercised, where one must sometimes wait for an inspiration, or "dig up the big idea," as an advertising man exprest it, some allowance must be made for the creators. Some departments, however, such as rate, placing, checking, and billing, go on with the clocklike regularity of a bank, and there is likewise an established routine for all the other functions, subject, as the timetable says, to change without notice.

The plan describes what the advertising expects to do and how it will do it. It divides up the appropriation and allots it to different parts of the work. It lists the mediums and indicates the size and frequency of the advertisements. It determines the prescription by which the copy shall be written. It exhibits layouts suggesting the physical appearance of the advertisements, posters, cards, window displays to be used. It outlines the work on the dealer.

It covers much more ground than is indicated here, all depending on the nature of the account. When it is finished it is a graphic and vivid picture of the advertising activities of the client for whom it is prepared. It corresponds in its preparation and use to the architect's preliminary sketches, perspectives, and elevations, which are not for the contractor to build by but for the judgment and approval of the client.

The plan is sometimes printed or otherwise reproduced for the purpose of merchandising the advertising. It is necessary for the salesmen and the dealers to know what it is all about, so that their efforts may work with, instead of against, the advertising. This explaining of the advertising plan to those engaged in selling the goods is called merchandising the advertising. In this connection the dealer tie-up is also considered. Advertising matter for the dealer's own use about the manufacturer's goods is furnished, and its use urged and demonstrated. For this work upon the dealer the advertiser's salesmen are used. Thus they become to this extent part of the advertising work, and the value of the relation of the contact man to the salesmen is demonstrated.

The advertising manager is perhaps the king pin of the firm which advertises. We are giving a brief glance at his work, through the kindness of Mr. Calkins:

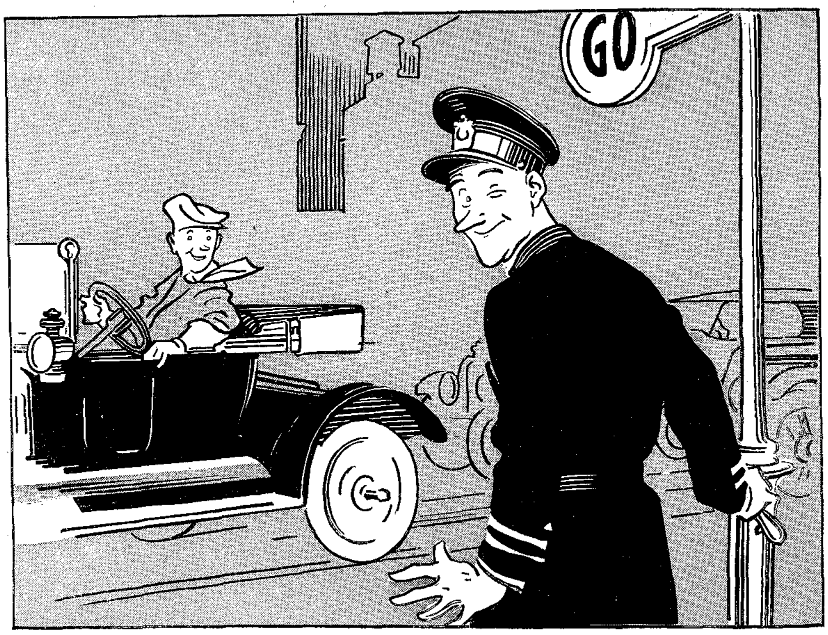
If more attention is given to him than to the representative, it is not because the latter is not a desirable and interesting occupation. But the knowledge of advertising which makes the representative successful is the same as that employed by the manager and the agent. So the accomplishments described in this and the next chapter may be understood as desirable also for the man whose temperament is better adapted to selling a tangible commodity like space, while essential to the one who sells advertising space.

We will take for instance the advertising manager of a large manufacturing business employing all avenues of publicity. The manager for a smaller concern has similar activities. He must do some of those things, or all of them to some extent.

The company manufactures a line of food products. These products are sold through grocery stores to the consumers. That is, the company has two sets of customers, the grocers who buy the products for sale at a profit, and the ultimate purchasers who consume them. The products are sold to the grocers by an army of eight hundred salesmen. The salesmen are directed by a sales manager and his assistants. In each of the large cities there is a sales branch and a warehouse. The branch manager is responsible for the sales in his territory, and has assigned to him a certain number of the salesmen for this purpose. The products are sold in one hundred and fifty thousand grocery stores; that is, they are well distributed.

The advertising of such a house amounts to more than a million dollars a year. Newspapers, magazines, street-cars, billboards, painted signs, window displays, store demonstrations, moving-picture films, and printed matter are used to reach and sell the consumer. Trade papers, printed matter, letters, salesmen, and missionaries are employed to reach and sell the grocer. Missionaries are traveling men who do not sell goods, but who help the grocer to keep his stock well arranged, put in window displays, create good-will for the house, and report trade conditions to the sales manager.

Attached to the sales department is the advertising department. In a business of this magnitude it would consist of an advertising manager with a staff of twenty-five or even fifty assistants. Most of these assistants are clerks performing clerical work. But each of them has an opportunity to learn something of advertising. The professional assistants of the advertising manager might be the man in charge of window-dressing, the trade-aid departments, the editor of the house organs, and sometimes artists and writers. The trade-aid department busies itself with methods for helping the grocer sell the advertiser's goods. House organs are magazines or newspapers distributed free. They are really advertising disguised in the form of matter helpful to the customers. In some companies there is a house organ for the consumer, one for the trade, and one for the employees. A press agent is frequently employed. He supplies the



AUTOLINE OIL

Smooth Driving in Heavy Traffic

When you sit at a Ford wheel and press your pedals—it's a wonderful feeling to have it glide out of low into high, and when the traffic is halted, to stop easily—smoothly.

That's the way the Ford was meant to run—and it will run that way when it is properly lubricated.

You haven't been using the right oil in your Ford unless you've used "F" Autoline for Fords, because no other motor oil keeps the linings of your brake and transmission bands pliant and in condition to grip the transmission drum evenly. That's the way "F" Autoline Oil stops "chattering." "F" Autoline Oil makes smooth driving.

Don't risk a penny. Get your Ford dealer or garage man to drain your crank case of old oil, and put in "F" Autoline Oil. If your Ford "chatters" after that, your money will be refunded. That's how confident we are that you will find satisfaction. "F" Autoline will not clog the oil line. It costs no more.

An authorized Ford dealer writes: "By the use of this oil, the chatter of transmission bands has been entirely eliminated and there has been quite a noticeable change in the running of the motor."

We have specialized on lubrication-problems for 90 years. We are the makers of "OO" Autoline—one of the few oils recommended in the Franklin Owners' handbook for use in Franklin Cars.

Look for the red Autoline Oil sign that points the way to a dealer or garage that sells "F" Autoline Oil for Fords.

ROBINSON 1832 OILS

AUTOLINE OIL COMPANY
Automotive Oil Sales Department
WM. C. ROBINSON & SON COMPANY, BALTIMORE
PACIFIC COAST OFFICE, SAN FRANCISCO

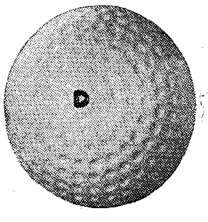
REFINERY: CORAOPOLIS, PA. "F" SALES OFFICES AND WAREHOUSES IN PRINCIPAL CITIES

AUTOLINE OIL
"for your motor's sake"

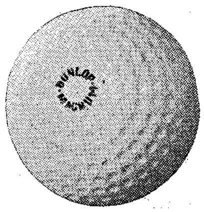
with us again
for the new season

DUNLOP RUBBER CO. LTD.
BIRMINGHAM ENG.
DUNLOP
T.&R.Co.
NEW YORK
U.S.A.
MADE IN ENGLAND
CORR. PACKED IN CARTONS
92 DOZEN GOLF BALLS
DUNLOP 162
DUNLOP 162
NOW 85¢

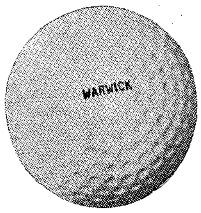
Dunlop ***162***
The *best* ball to play with. Smaller size. 85c each.



Dunlop "D"
The *most durable* ball to play with. Medium size. 85c each.



Dunlop ***Magnum***
The *easiest* ball to play with. Large size. 85c each.



Dunlop ***Warwick***
The *cheapest* of *good* balls to play with. Medium size. 70c each.

The Choice of Particular Players

Here's the golf ball that Amateurs and Professionals, the world over, have depended upon for its *sure* playing qualities throughout more than fifteen years.

Today, as a perfected product of skilled workmanship, the Dunlop ranks as the leading imported golf ball, both in volume of sales and the general spread of its popularity.

This Year's Price 85 Cents Each

During the last two years the regular price of *standard* Dunlop balls has been $1.10 each. This season we are pleased to announce a price recession, which makes the Dunlop *162*, the Dunlop *"D"* and the Dunlop *Magnum* obtainable at 85c each. The *Warwick* will retail at 70c. Everything considered—including the playing qualities, durability and dependability—we believe that the buyer of golf balls will find the Dunlop range provides for the truest economy.

You Can Get Dunlops If You Ask For Them

Many players accustomed to the use of Dunlop golf balls have sometimes found it difficult to obtain their favorite brand. No need for being without Dunlops this season. A liberal supply is available, and there is no reason for taking a substitute article. Sometimes though, you may have to insist on Dunlops to get them. If you don't find Dunlop balls in stock, please write us, giving the name of your club.

DUNLOP TIRE & RUBBER CORP.
of America

Golf Ball Sales Department
17 East 42nd Street **New York City**

All Dunlop Balls are *Standard*, complying with U. S. G. A. specifications for both weight and measurement.

DUNLOP

PERSONAL GLIMPSES
Continued

newspapers with information about the business that is of enough intrinsic interest to be run as news. The writers prepare copy for the house organs, and for such advertising as is not prepared by the advertising agency of the business. The artists design labels and packages, arrange window displays and exhibits, and advise as to the artistic physiognomy of the business and its products. Sometimes there is a staff photographer, and if there is a print-shop the foreman is also a member of the advertising staff.

If you will conceive of each of these men with a stenographer, a chief clerk, and an office-boy, you will get an idea of the personnel of a modern and complete advertising department.

Over the activities of this department the advertising manager presides. He is undoubtedly able himself to perform all of the duties of his assistants, and in a smaller business he would perform all of them. But in so vast a business as I am describing his work would be executive, seeing that his assistants perform their work properly, consulting with each in turn, and holding conferences with the officers of his company, especially with the sales manager and with the agency which handles the advertising of his company.

He and his department are responsible, jointly with the agency, for the success of the advertising. He discusses the appropriations, plans, copy, and designs with the agents, O. K.'s lists of mediums and proofs of advertising, and then sees that the part of the campaign which his department is to execute is carefully carried out.

Some of the functions are better performed by the agency and some by the advertising manager. In a general way the agency looks after the advertising to the consumer, and the advertising department that to the trade. But that is not an iron-clad rule. Still the advertising manager is in closer touch with the trade than the agent through his contact with the sales manager and the sales force.

Among the functions of the advertising manager is that of "merchandising" the advertising; that is, explaining it to the selling organization of his own company and to the grocery trade. Elaborate exhibits, with charts and diagrams, are prepared. The advertising manager attends salesmen's conferences and grocers' conventions for this purpose. He sees that branch offices are supplied with promotion material, and coaches salesmen in securing window displays and getting the grocers interested in the advertising. It is necessary to teach grocers to arrange their stock properly, to dress their windows and keep them clean; to use advertising for their own advantage; in short, to become better grocers than they naturally are, in order that the manufacturer may have better outlets for his goods. Nearly all the improvements in the methods of the lesser retail trades have been inspired and developed by manufacturers who advertise.

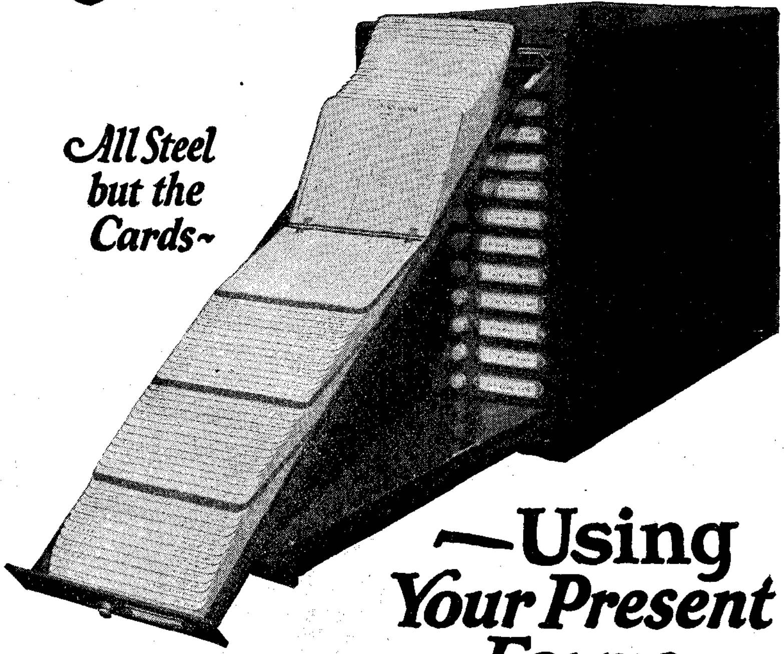
Such a position as the above represents the best in this field. The work is executive in character and carries the authority and salary of an executive. Some advertising managers are vice-presidents or directors in their companies, and frequently become sales managers. In some instances the advertising manager is the head of the business.

CREOLES OUTSIDE THE COLOR LINE

IT is possible to speak of a "Creole negro," but it is quite wrong to use the phrase "negro Creole," and between the two expressions lies a difference, Southern writers assure us, which Northerners have been slow to distinguish. A recent article, published in *Leslie's Weekly* and reprinted in part in these columns, mentioned that "Louisiana has more ramifications of the 'colored' lines than any other State, largely because a great part of the negro population there speak a French patois. They call themselves Creoles, and are almost without exceptions Catholics, and mostly mulatto." They are quite wrong to call themselves Creoles, even tho there are admittedly a certain number of cases of mixed Creole and negro blood, objects the New Orleans *Item*, which points out the misconception in the following informative editorial:

> Creole, in the original and general sense of term, was the term applied to the children of citizens of Romance nations who were born in colonies. Creoles were natives of the colonies, but their race was the race of the homeland of their parents—usually Spanish, French or Italian. It afterward came to be applied to the descendants of these colonists. In some places, like Louisiana, it persists long after the colonies have passed out of the possession of the countries from which the Creoles derive their descent.
>
> Instead of signifying persons of the pure or mixed blood of the original stock of the colonies—Negro, Indian, Arab, or what-not the term Creole was employed for the very opposite purpose. It was to distinguish persons born in the colonies to the pure stock of the European settlers from persons of original native strains.
>
> Here in Louisiana a "Creole" has never been anything but a descendant of the original French and Spanish settlers born in Louisiana instead of in France or Spain. The name has clung, by the very strength of its ancient associations, tho Louisiana has been under the Stars and Stripes more than a century.
>
> One dictionary says that the term was once applied to negroes born here in order to distinguish them from negroes brought from Africa. We have never heard it used in that sense. Such usage must have died out as soon as the slave trade ceased.
>
> The word has naturally come into use as an adjective, for the Creoles retain many of the customs, methods, and characteristics of their ancestors, some of which are attractive and charming. The word Creole is thus ascribed to anything peculiar to the Creoles or belonging to them in any particular way. When one says "Creole negro" nowadays he means a person of that race who springs from a line associated with the old white Creoles, who speaks their French, and follows the customs and methods he has learned from them.
>
> We thus speak of Creole gumbo, or Creole cooks and cookery in general—which is about the best in the world—of Creole vivacity, Creole music, or anything else that the user of the term conceives to be proper to the sprightly men and beautiful women with old French and Spanish names who form a large and important part of our body politic, but continue to betray, even to this distant day, by an occasional accent in their excellent American-English, their relationship to their ancestors from France and Spain.

Multiplies the Value of Your Records-


All Steel but the Cards~

—Using Your Present Forms

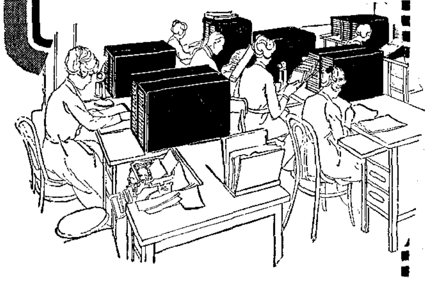
A NEW "RECORD KEEPING METHODS" booklet, containing information on this subject is now ready for distribution. *A copy should be in every office.*

On Acme Visible Equipment, your eye finds the record without handling, because the indexing information is always in sight;—the cards retain their position when making entries or references—no re-filing, no mis-filing. That is why ***the Acme Visible Method multiplies the value of your present records***—using the same forms.

How Sales, Stock, Credit, Accounts Receivable and other records in your business **can be made more valuable,** is told and pictured in this new booklet. The coupon, attached to your letterhead, will bring your copy.

ACME
CARD SYSTEM COMPANY
2 N. Michigan Avenue, - - - Chicago

Record forms sent on application.

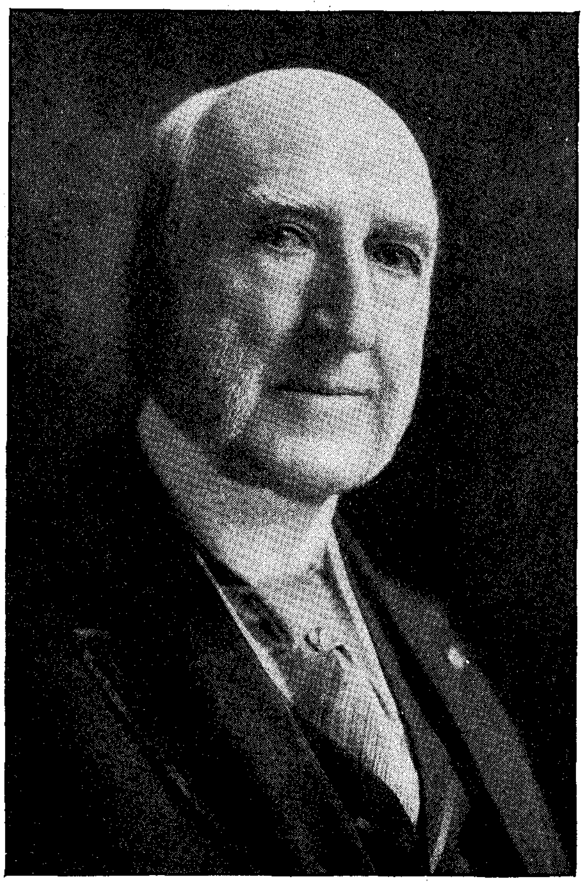


ACME CARD SYSTEM CO., 422 LD
Chicago
Send Booklet. We are particularly interested in

Kind of Record No. of Cards
Firm Name
Street Address
City & State
Individual

DEPEW'S MEMORIES OF ROOSEVELT—AND OTHERS

A MEMORY WHICH "GOES BACK," in its possessor's words, "for more than eighty years" has produced the material for a book of reminiscences, whose scope extends from the opening of the Civil War to the present day. Chauncey M. Depew, now in his eighty-seventh year, has been called "an American institution." Like the man in the popular song, he knew everybody and they all knew him. His book contains intimate little glimpses, mostly such as might be used to adorn an after-dinner speech, of Lincoln, Grant, Seward, Conkling, Blaine, Cleveland, Greeley, Russell Sage, Commodore Vanderbilt, George William Curtis, Colonel Watterson, Mark Twain, Robert Ingersoll, Theodore Roosevelt, Joseph Jefferson, and Richard Mansfield, to mention only a few. Of Roosevelt's entry into public life, which came about, it appears, in the initiative of a discerning ward politician, Mr. Depew reminisces in this chatty way:



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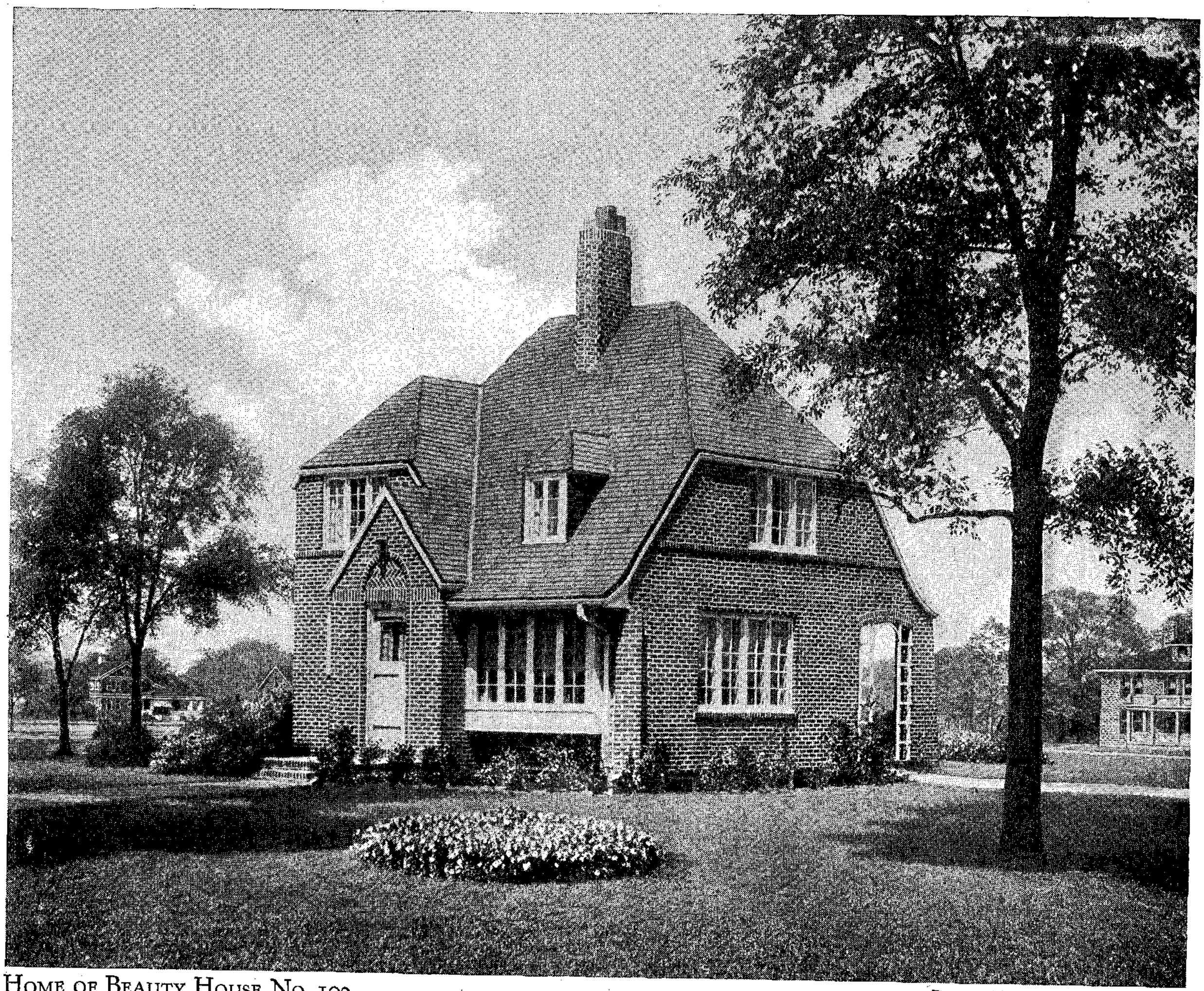
HE WRITES AS HE TALKS.

Chauncey M. Depew, now in his eighty-seventh year, has just published a book of reminiscences which sustains his reputation as the foremost after-dinner speaker of the country.

> One of the interesting characters of New York City was Frederick Gibbs, who was an active politician and a district leader. Gibbs afterwards became the national committeeman from New York on the Republican national committee. When he died he left a collection of pictures which, to the astonishment of everybody, showed that he was a liberal and discriminating patron of art.
>
> Gibbs had a district difficult to manage, because, commencing in the slums, it ran up to Fifth Avenue. It was normally Democratic, but he managed to keep his party alive and often to win, and so gained the reputation that he was in league with Tammany. He came to me one day and said: "Our organization has lost the confidence of the 'highbrows.' They have not a great many votes, but their names carry weight and their contributions are invaluable in campaigns. To regain their confidence we are thinking of nominating for member of the legislature young Theodore Roosevelt, who has just returned from Harvard. What do you think of it?"
>
> Of course, I advocated it very warmly. "Well," he said, "we will have a dinner at Delmonico's. It will be composed entirely of 'highbrows.' We wish you to make the principal speech, introducing young Roosevelt, who, of course, will respond. I will not be at the dinner, but I will be in the pantry."
>
> The dinner was a phenomenal success. About three hundred in dress-suits, white vests, and white neckties were discussing the situation, saying: "Where did these stories and slanders originate in regard to our district, about its being an annex of Tammany and with Tammany affiliations? We are the district, and we all know each other."
>
> Young Roosevelt, when he rose to speak, looked about eighteen years old, tho he was twenty-three. His speech was carefully prepared, and he read it from a manuscript. It was remarkable in the emphatic way in which he first stated the evils in the city, State, and national governments, and how he would correct them if he ever had the opportunity. It is a curious realization of youthful aspirations that every one of those opportunities came to him, and in each of them he made history and permanent fame.

Depew was among those who felt that Roosevelt had buried himself when he was elected to the Vice-Presidency. Then came the tragedy which was his opportunity, and the Vice-President stept into the Presidency. Mr. Depew thus gossips about Roosevelt in his new office:

> Senator Hanna was accustomed to have a few of his colleagues of the Senate dine with him frequently, in order to consult on more effective action upon pending measures. President Roosevelt, who knew everything that was going on, often burst into Hanna's house after dinner and with the utmost frankness submitted the problems which had arisen at the White House, and upon which he wished advice or, if not advice, support—more frequently support.
>
> Any one who attended the morning conferences, where he saw Senators and members of the House, and the public, was quite sure to be entertained. I remember on one occasion I had been requested by several of his friends, men of influence and prominence in New York, to ask for the appointment of minister to a foreign government for a journalist of some eminence. When I entered the Cabinet room it was crowded, and the President knew that I was far from well, so he at once called my name, asked how I was and what I wanted. I told him that I had to leave Washington that day on the advice of my doctor for a rest, and what I wanted was to present the name of a gentleman for appointment as a minister, if I could see him for five minutes.
>
> The President exclaimed: "We have no secrets here; tell it right out." I then stated the case. He asked who was behind the applicant. I told him. Then he said, "Yes, that's all right," to each one until I mentioned also the staff of the gentleman's newspaper, which was one of the most prominent and powerful in the country but a merciless critic of the President. He shouted at once: "That settles it. Nothing which that paper wishes will receive any consideration from me." Singularly enough, the paper subsequently became one of his ardent advocates and supporters.
>
> On another occasion I was entering his private office as another Senator was coming out of the Cabinet room, which was filled. He called out: "Senator Depew, do you know that man going out?" I answered, "Yes, he is a colleague of mine in the Senate." "Well," he shouted, "he is a crook!" His judgment subsequently proved correct.
>
> Mr. Roosevelt and his wife were all their lives in the social life of the old families of New York who were admitted leaders. They carried to the White House the culture and conventions of what is called the best society of the great capitals of the world. This experience and education came to a couple who were most democratic in their views. They loved to see people and met and entertained every one with delightful hospitality.
>
> Roosevelt was a marvel of many-sidedness. Besides being an executive as Governor of a great State and administrator as civil-service commissioner and police commissioner of New York, he was an author of popular books and a field naturalist of rare acquirements. He was also a wonderful athlete. I often had occasion to see him upon urgent matters, and was summoned to his gymnasium, where he was having a boxing match with a well-known pugilist, and getting the better of his antagonist, or else launching at his fencing master. The athletics would cease, to be resumed as soon as he had in his quick and direct way disposed of what I presented.
>
> Horseback riding was a favorite exercise with him, and his experience on his Western ranch and in the Army had made him one of the best riders in the world. The foreign diplomats in Washington with their education that their first duty was to be in close touch with the chief magistrate, whether czar, queen,



Home of Beauty House No. 102

Designed by Floyd Yewell, Architect

This illustration shows Home of Beauty No. 102, built by Mr. J. C. Breckon at Denver, Colorado. Mr. Breckon says: "The house has caused much favorable comment. I consider it an extremely artistic little house." The interior is just as distinctive as the exterior.

Substantial Homes

MORE and more home-builders are coming to realize that the Face Brick home gives them the utmost of utility, strength and beauty, at the greatest ultimate economy.

Whether your home is to be large or small you will be interested in the many advantages Face Brick offers you.

Face Brick, with its wide range of color tones and textures, has almost limitless artistic possibilities. Through durability and fire-safety, and by reducing repairs, depreciation, insurance rates and fuel costs to a minimum, it gives you, in the long run, the cheapest house you can build.

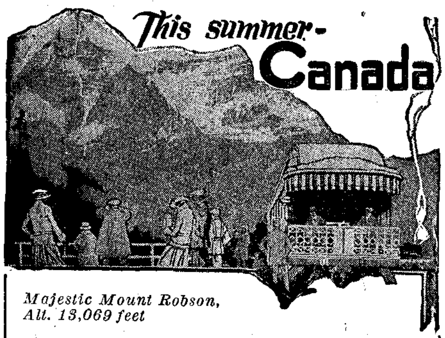
You will find a full discussion of these matters in "The Story of Brick," an artistic booklet with numerous illustrations and useful building information. Sent free on request.

"Face Brick Bungalow and Small House Plans" are issued in four booklets, showing 3 to 4-room houses, 5-room houses, 6-room houses, and 7 to 8-room houses, in all ninety-two, each reversible with a different exterior design. These designs are unusual and distinctive, combined with convenient interiors and economical construction. The entire set for one dollar. Any one of the booklets, 25 cents, preferably in stamps.

We have the complete working drawings, specifications and masonry quantity estimates at nominal prices. Select from the booklets the designs you like best and order the plans, even if you are not going to build now, for their study will be not only interesting and instructive, but helpful in formulating your future plans.

You may want "The Home of Beauty," fifty designs, mostly two stories, representing a wide variety of architectural styles and floor plans. Sent for 50 cents in stamps. We also distribute complete working drawings, specifications and quantity estimates for these houses at nominal prices.

Address, The American Face Brick Association, 1134 Westminster Building, Chicago, Illinois.



Majestic Mount Robson, Alt. 13,069 feet

Jasper Park and Mount Robson Park embrace the scenic mountain wonders of the Dominion. Canadian National Railways cross the Rockies at the lowest altitude, the easiest gradients and in view of Canada's highest peaks.

Your Ideal Vacation

is realized in the "Highlands of Ontario"—Algonquin Park—(Alt. 2,000 ft.)—Muskoka Lakes—Great Lakes—30,000 Islands Georgian Bay—Lake of Bays—Kawartha Lakes—Timagami—Nipigon—*Quetico*—Minaki. Fishing, Boating, Bathing, Golf, Camping and finest Hotels. Hay fever unknown.

Lower St. Lawrence and Maritime Provinces.

Fishing, Hunting and Camping

Real fishing and hunting in virgin streams and unspoiled big game country in NOVA SCOTIA, NEW BRUNSWICK, QUEBEC, ONTARIO, ALBERTA and BRITISH COLUMBIA.

For full information write

Canadian National or Grand Trunk Railways

at any of the following addresses. Ask for Booklet R, mentioning districts that interest you

Boston, 294 Washington Street
Buffalo, 1019 Chamber of Commerce Building
Chicago, 64 West Adams Street
Cincinnati, 406 Traction Building
Detroit, 527 Majestic Building
Duluth, 430 W. Superior Street
Kansas City 334 Railway Exchange Building
Los Angeles, 7th and Spring Streets
Minneapolis, 518 Second Avenue, South
New York, 1270 Broadway
Pittsburgh, 505 Park Building
Portland, Me., Grand Trunk Station
San Francisco, 689 Market Street
Seattle, 902 Second Avenue
St. Louis, 305 Merchants Laclede Building
St. Paul, 4th and Jackson Streets

H. H. MELANSON
Passenger Traffic Manager
Canadian National Railways
Toronto, Can.

G. T. BELL
Passenger Traffic Manager
Grand Trunk Railway
Montreal, Can.

FRENCH GLUTEN BREAD

BRUSSON JEUNE

Imported from France

Foremost physicians will prescribe Brusson Jeune Gluten Bread if you have diabetes or obesity. Brusson Bread is scientifically prepared by dieticians of highest standing. Palatable and nutritious. Small in bulk; never becomes stale. 20 million loaves eaten each year. Ask your grocer for Brusson Gluten Bread. Or send $2.00 for box of 15 loaves. Sent postpaid in United States. Diabetes booklet on request.

GUSTAV MULLER, Importer
18 South William St. NEW YORK

OLD
Green River
Smoking

Try My Old-Time Nature-Flavored Smoke—FREE

You will find it a smoke revelation—this pure, old-fashioned tobacco of mine. You will wonder how I make it. I don't—NATURE does. It is the pure stuff—no dope, no doctoring. It is nature's product all the way through—air-cured, nature-flavored and **"Bred In Old Kentucky"** Send me your name and I'll send you a big, generous helping—FREE—just to show you what real smoking is. I'll save you money later if you want more. Say whether you want a mild, medium or heavy smoke. Send today.

PETE MOBERLY Box 823 OWENSBORO, KY.

Old Green River Smoking Tobacco

PERSONAL GLIMPSES
Continued

king, or president, found their training unequal to keeping close to President Roosevelt, except one, and he told me with great pleasure that tho a poor rider he joined the President in his horseback morning excursions. Sometimes, he said, when they came to a very steep, high, and rough hill the President would shout, "Let us climb to the top," and the diplomat would struggle over the stones, the underbrush, and gullies, and return to his horse with torn garments after sliding down the hill. At another time, when on the banks of the Potomac, where the waters were raging rapids, the President said, "We will go to that island in the middle of the river," and immediately plunged in. The diplomat followed and reached the island after wading and swimming, and with great difficulty returned with sufficient strength to return home. He had an attack of pneumonia from this unusual exposure, but thereafter was the envy and admiration of his colleagues and increased the confidence of his own Government by this intimacy with the President.

The President's dinners and luncheons were unique because of his universal acquaintance with literary and scientific people. There were generally some of them present. His infectious enthusiasm and hearty cordiality drew out the best points of each guest. I was present at a large dinner one evening when an instance occurred which greatly amused him. There were some forty guests. When they were seated, the President noticed four vacant chairs. He sent one of his aides to ascertain the trouble. The aide discovered an elderly Senator standing with his wife, and another Senator and a lady looking very disconsolate. The aged Senator refused to take out a lady as his card directed or leave his wife to a colleague. He said to the President's aide, who told him that dinner was waiting and what he had to do: "When I eat I eat with my wife, or I don't eat at all." The old gentleman had his way.

The President had one story which he often told, and with much glee. While he was on the ranch the neighbors had caught a horse thief and hung him. They soon discovered that they had made a mistake and hung the wrong man. The most diplomatic among the ranchers was selected to take the body home and break the news gently to his wife. The cowboy ambassador asked the wife: "Are you the wife of—?" She answered "Yes." "Well," said the ambassador, "you are mistaken. You are his widow. I have his body in the wagon. You need not feel bad about it, because we hung him thinking he was the horse thief. We soon after found that he was innocent. The joke is on us."

Frequently a single page of Mr. Depew's reminiscences will glow with the reflected glory of half a dozen illustrious names. In his chapter headed "Recollections from Abroad," he tells of Gladstone's enthusiastic mention of Abram B. Hewitt, and proceeds:

It was my fortune to know Mr. Hewitt very well for many years. He richly merited Mr. Gladstone's encomium. He was one of the most versatile and able Americans in public or private life during his time. His father was an English tenant-farmer who moved with his family to the United States. Mr. Hewitt received a liberal education and became a great success both in business and public life. He was much more than a business man, mayor of New York or a congressman—he was public-spirited and a wise reformer.

Mr. Hewitt told me two interesting incidents in his career. When he visited England he was received with many and flattering attentions. Among his invitations was a week-end to the home of the nobleman upon whose estates his father had been a tenant-farmer. When Mr. Hewitt told the nobleman, who was entertaining him as a distinguished American, about his father's former relations as one of his tenants, the nobleman said: "Your father made a great mistake in giving up his farm and emigrating to the United States. He should have remained here."

Mr. Hewitt said: "But, my lord, so far as I am concerned I do not think so."

"Why?" asked his lordship.

"Because," answered Mr. Hewitt, "then I could never have been a guest on equal terms in your house."

Mr. Hewitt was one of the foremost iron founders and steel manufacturers of the country. At the time of our Civil War our Government was very short of guns, and we were unable to manufacture them because we did not know the secret of gun-metal.

The Government sent Mr. Hewitt abroad to purchase guns. The English gunmakers at once saw the trouble he was in and took advantage of it. They demanded prices several times greater than they were asking from other customers, and refused to give him any information about the manufacture of gun-metal.

After he had made the contract, with all its exorbitant conditions, he went to his hotel and invited the foreman of each department of the factory to meet him. They all came. Mr. Hewitt explained to them his mission, and found that they were sympathetic with Mr. Lincoln and his administration and the Union cause. Then he told them of the trouble he had had with their employers, and the terms which they had imposed. He asked them all about the manufacture of gun-metal. Each one of the foremen was very clear and explicit as to his part, and so when they had all spoken Mr. Hewitt, with his expert knowledge of the business, knew all the secrets of the manufacture of gun-metal, which he, of course, gave to the Government at Washington for use in the several arsenals and shops.

"Now," he said to his guests, "you have done me a great favor. I will return it. Your company is obliged by the contract to deliver this immense order within a limited time. They are going to make an enormous amount of money out of it. You strike and demand what you think is right, and you will get it immediately."

The gun company made a huge profit but had to share some of it with their workers. It was an early instance of the introduction of profit-sharing, which has now become common all over the world.

One of the most interesting Englishmen, whom I saw much of both in London and in the United States, was Sir Henry Irving. The world of art, drama, and history owes much to him for his revival of Shakespeare. Irving was a genius in his profession, and in private life perfectly delightful.

He gave me a dinner and it was, like everything he did, original. Instead of the usual formal entertainment, he had the dinner at one of the old royal castles in the country, which had become a very exclusive hotel. He carried us out there in coaches.

The company of authors, playwrights, and men of affairs made the entertainment late and the evening memorable. Returning home on the top of the coach, the full moon would appear and reappear, but was generally under a cloud. Irving remarked: "I do much better with that old moon in my theater. I make it shine or obscure it with clouds, as the occasion requires."

I received a note from him at the time of his last visit to the United States, in which he said that a friend from the western part of the country was giving him a dinner at Delmonico's to precede his sailing in the early morning on his voyage home. The company was to be large and all good friends, and he had the positive assurance that there would be no speaking, and wished I would come.

The dinner was everything that could be desired. The company was a wonderful one of distinguished representatives of American life. The hours passed along rapidly and joyously, as many of these original men contributed story, racy adventure, or song.

Suddenly the host arose and said: "Gentlemen, we have with us to-night—" Of course, that meant an introductory speech about Irving and a reply from the guest. Irving turned to me, and in his deepest and most tragic Macbeth voice said: "G— d— his soul to h—!" However, he rose to the occasion, and an hour or so afterwards, when everybody else had spoken, not satisfied with his first effort, he arose and made a much better and longer speech. He was an admirable after-dinner speaker as well as an unusual actor. His wonderful presentations, not only of Shakespeare's but of other dramas, did very much for the stage both in his own country and in ours.

Those who heard him only in his last year had no conception of him in his prime. In his later years he fell into the fault, so common with public speakers and actors, of running words together and failing to articulate clearly. I have known a fine speech and a superior sermon and a great part in a play ruined because of the failure to articulate clearly. The audience could not follow the speaker and so lost interest.

Sir Henry told me a delightful story about Disraeli. A young relative of Irving's took orders and became a clergyman in the Established Church. At the request of Irving, Disraeli appointed this young man one of the curates at Windsor.

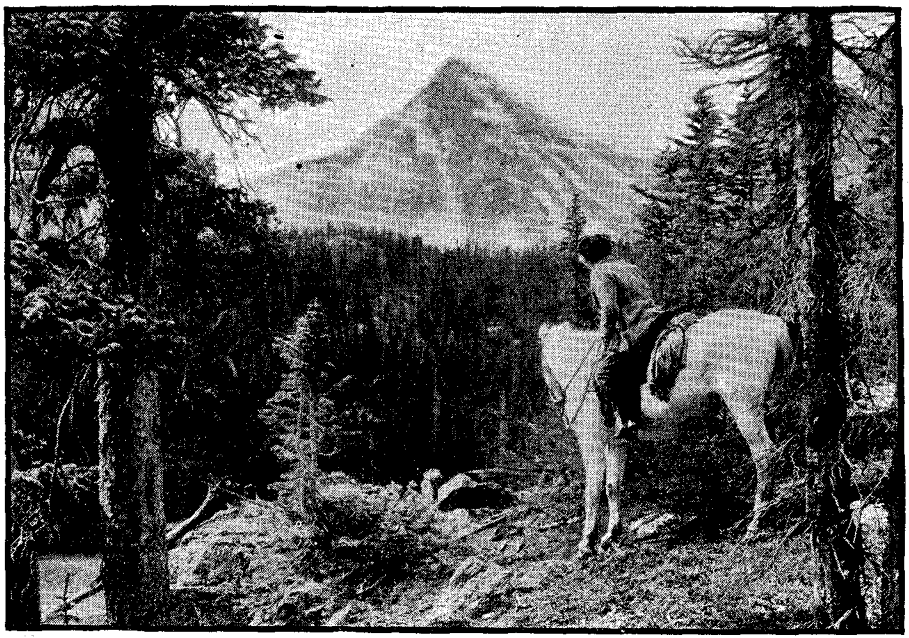
One day the clergyman came to Irving in great distress and said: "The unexpected has happened. Every one had dropt out, and I have been ordered to preach on Sunday."

Irving took him to see Disraeli for advice. The Prime Minister said to the young clergyman: "If you preach thirty minutes, Her Majesty will be bored. If you preach fifteen minutes, Her Majesty will be pleased. If you preach ten minutes, Her Majesty will be delighted."

"But said the young clergyman, "my lord, what can a preacher possibly say in only ten minutes?"

"That," answered the statesman, "will be a matter of indifference to Her Majesty."

Sir Frederick Leighton, the eminent English artist, and at one time President of the Royal Academy, was one of the most charming men of his time. His reminiscences were delightful and told with rare dramatic effect. I remember a vivid description which he gave me of the wedding of one of the British royalties with a German princess. Sir Frederick was one of the



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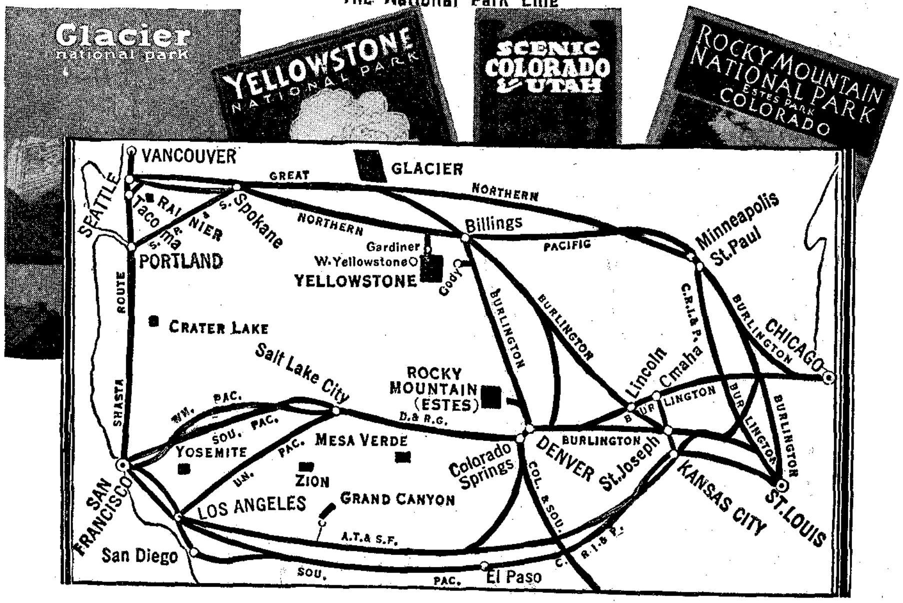
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large and distinguished delegation which accompanied the prince.

The principality of the bride's father had been shorn of territory, power and revenue during the centuries. Nevertheless, at the time of the wedding he maintained a ministry, the same as in the Middle Ages, and a miniature army. Palaces, built centuries before, housed the Cabinet.

The Minister of Foreign Affairs came to Sir Frederick and unbosomed himself of his troubles. He said: "According to the usual procedure I ought to give a ball in honor of the union of our house with the royal family of England. My palace is large enough, but my salary is only eight hundred a year, and the expense would eat up the whole of it."

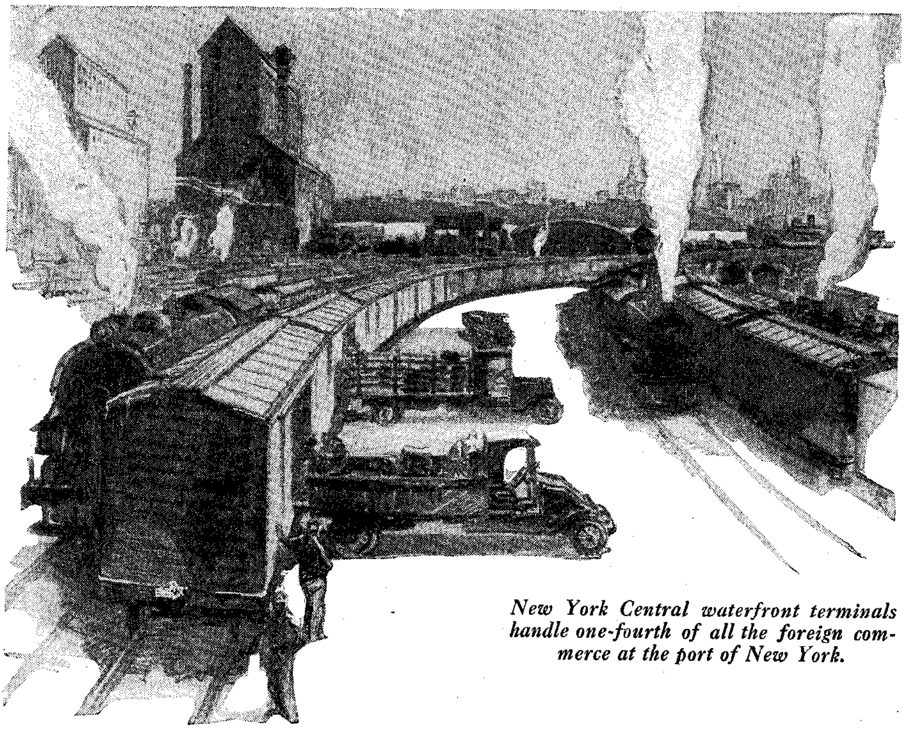
Sir Frederick said: "Your Excellency can overcome the difficulty in an original way. The state band can furnish the music, and that will cost nothing. When the time comes for the banquet, usher the guests with due ceremony to a repast of beer and pretzels."

The Minister followed the instructions. The whole party appreciated the situation, and the minister was accredited with the most brilliant and successful ball the old capital had known for a century.

PLANS AND SPECIFICATIONS OF THE NEWSPAPER MAN

A NEWSPAPER MAN, that is to say, a man who spends his time as reporter, editor, critic or publisher, is set apart from all the other sons of Adam by the possession of a particular gift. This at least is true on the authority of that veteran journalist, Talcott Williams, Emeritus Professor of Journalism and Director of the School of Journalism, endowed by Joseph Pulitzer in Columbia University. Professor Williams assures us that "Any man who has health, strength, physical and mental, average ability, industry, and an untiring will, can garner a fair harvest in divinity, law, medicine, engineering, or business. The top may not be his, but a fair, commodious middle can be won in which and on which he can live in comfort all his days and leave a shapely tombstone in a lot, with room for a growing and surviving family." But this, Professor Williams concludes sternly, is not true in journalism. A man may have all the virtues enumerated above, and be able also to write, and still remain forever outside the pale wherein the true newspaper man leads his comparatively blissful existence. This "something else" which makes the newspaper man is more or less a mystery, it appears, but, as basic and necessary qualifications leading up to the final gift, Mr. Williams presents a list of personal equipment. These specifications appear in one of the chapters of his little book, "The Newspaper Man," (Scribner's):

Certain things are more necessary Men can succeed without any of them. In a day when prowess in war turned on the phys-



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NEW YORK CENTRAL - AND - SUBSIDIARY LINES

ical equipment demanded by spear, mace, sword, and bow, the greatest soldier of a thousand years was Genghiz Khan, blind in one eye, lame in his left leg, short in his right arm. He had probably had a very severe case of infantile paralysis; but he is the only man that ever lived who drove the red plowshare of war from the Mediterranean to the Yellow Sea. So in all callings. I can but take up and present the average demand and the general chance.

Early in newspaper work, personal access or address is important, tho able, well-equipped men win without this. Any physical lack, lameness, hard hearing, deficient eyesight, imperfect enunciation count in all callings. All have been surmounted, but I judge from experience and observation that they are more of a handicap for the newspaperman than for other callings which demand education. There are places in the law office for the man who can collate cases, in medicine for the laboratory worker, in engineering for desk work, in the clergy for social service. The newspaper office is more exacting. "There are no fans in hell," runs an Arab proverb.

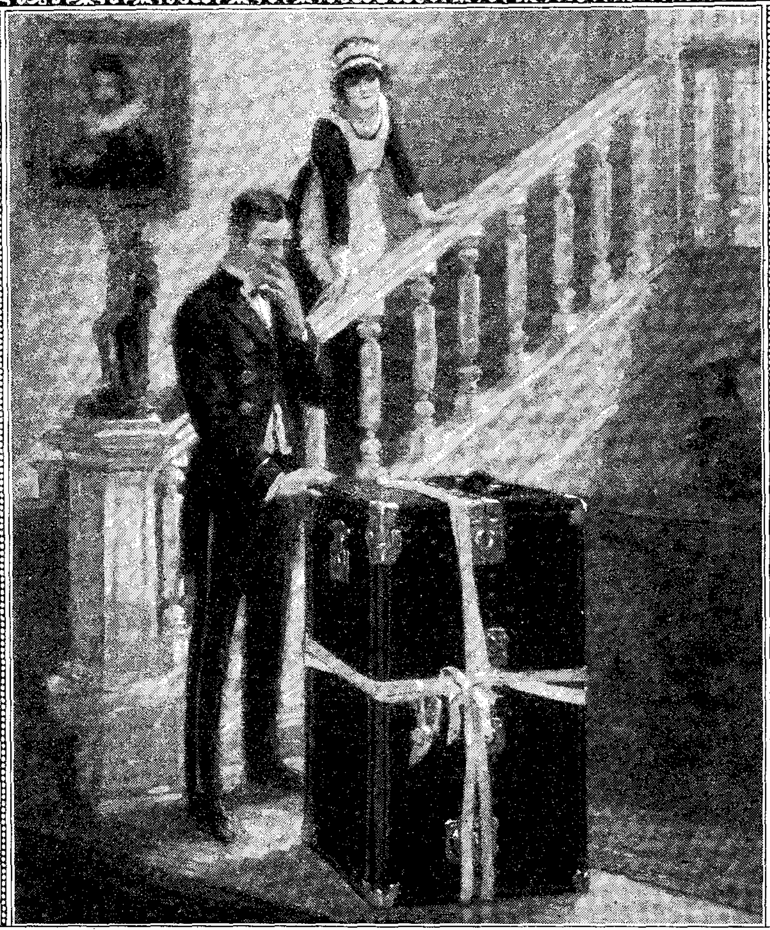
Newspaper life is necessarily a strain on health. The morning newspaperman for years of his active life will be in his office until 1 A. M. always, and often until 2. He works under pressure. He is, in his opening years, as a reporter, necessarily irregular in his meals. This irregularity hits the evening newspaperman who has as well to meet the pernicious habit of early rising in a community whose hours of rest and relaxation run to midnight. Newspaper life is much more irregular than it needs to be, but I am not giving advice for the few perfect and generally dull souls who are orderly in their twenties, but for those who, in the ginger years, bite off all they can chew and sometimes more. No man and no woman ought to turn to the newspaper who is not all sound and well, with a strong constitution, having enough self-control not to eat twice what has disagreed once. The habit of care for the minor protection of health needs to be cultivated. All the higher callings have their nervous strain, but the newspaperman rivals the doctor and the engineer in sudden physical strains and demands which tax all a man's strength.

When I entered the city room of the New York *World* in September, 1873, nothing startled me more than the appalling youth of those about me, of my superiors in particular. The appalling youth of the American newspaper office comes home to me even more in 1921 than in 1873, and its abiding presence is adequate evidence of the strain of the newspaper. Insurance occupation tables as yet throw little light on the mortality of the calling, but with the conspicuous exceptions of Franklin and Bryant, the notable members of the calling have reached no great age, an additional proof that the vocation requires sound health for success.

Address, the writer insists, is the foremost quality the newspaperman needs in his work. It is a grievous handicap for him if he does not easily remember faces and names. To have this gift is a perpetually recurring advantage. By careful inquiry, checking off successive experiences, Dr. Williams goes on:

I found that Hiram Calkins, conspicuous in New York State for his newspaper knowledge of men and parties from 1855 to 1890, knew by name and countenance at least 50,000 individuals. He could scarcely

HARTMANN



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PERSONAL GLIMPSES
Continued

stir in thronged ways without meeting some one he knew who could give him useful information in his field. Through a large part of the work of a newspaper man, success in acquiring news turns on a capacity to awake immediate confidence. The "good mixer," the man or woman who can lead a complete stranger to talk freely, profits by the capacity.

Mere joy in writing, mere desire to write, by itself, plays a relatively small share as an indication of fitness for newspaper work. Such a bent is usually subjective. It looks to self-expression. It is a turn toward authorship and not an enthusiasm for news. The man who has this passion to write only too often makes a nuisance of himself in the newspaper.

Facility and rapidity in turning out good clean copy is of the utmost value in the newspaper office. The typewriter has turned pen and pencil out of the newspaper. All copy has to be typewritten. A boy looking toward the newspaper ought to be using the typewriter before he is ten years of age, the earlier the better. Composition on the typewriter should be as easy, as exact, and as felicitous as with the pen, more so. The prime deficiency in the whole teaching of children in our schools is that they are allowed to use the pen when they ought to begin with the typewriter.

The habit and use of rapid reading is as important in the newspaper calling as the swift production of clean copy. A skilled man ought to be able to give a good abstract of a newspaper column of leaded nonpareil in ninety seconds. He should be able to give a fair outline of a sixteen-page newspaper, foreign and local news, the market, editorial page, special stories, and criticism in twenty minutes. Ten minutes more should give him all the small stuff and the run of the advertising. No beginner can do this, but he can begin training himself. There is no better specific preparation for service on a particular paper than reading its issues thoroughly for three months before. The neophyte will miss much; but he will also gain much. Ability to read fast, accurately, and retentiously is not a widely diffused gift. Some never gain it. Richard Watson Gilder, editor of the *Century* for many years, with ideal qualifications, said that Theodore Roosevelt and a newspaper worker were the two swiftest readers he had ever known, in the double test of covering ground and giving an adequate summary. For Roosevelt his amazing acquirement of knowledge very largely turned on his patient effort, from early in life, to read rapidly.

A swift, sound eye is needed, but it is not necessary, to swift, intelligent, adhesive reading. Dr. Williams recalls that:

Henry Watterson, blessings on him, had but one eye; it had a focal reach of about an inch, and yet he would shuck the news and sense out of a newspaper as quick as any journalist living. Joseph Pulitzer, whose eyes, alas, finally failed him, passed newspapers in four tongues through his mind, as the unbound sheaves are drawn through the great giant thresher, leaving the wheat behind.

The personal ability and equipment of the journalist needs to be supplemented by the assiduous reading of books. The great journalists have been consuming readers. They read the newspaper in and out of season, and they read the solid informing books; not the single-volume things. The boy that yearns for the newspaper will read six or seven volume books that have the wide horizon and multifarious knowledge which gives perspective to the mind through life. This reading will be of no use, however, unless a man has a nose for news and the sensing mind which uses knowledge but never displays it.

The reference habit needs to be begun early. Pass no word, name, place, or event without getting it into its particular place. Do this with a Century Dictionary, steadily, habitually, continually, and you will pour the fertilizing stream over your mind like the waters of Old Nile, to furnish harvests for the future and the many.

Sustained attention which sees all, watches each, and notes every incident as it comes, some have by nature, all can acquire, as equipment. Once acquired, there is no part of the multifarious work of the newspaper which is not enriched by it in years to come.

The final supreme gift of the journalist is vision. The greater gods of the calling have all had this gift. They saw the battle from afar and caught victory with the eye of assured faith. James Gordon Bennett, the elder, deserved the severe condemnation of his own day, but even he had the vision of the many knowing what only the few had before possest. Men of a wider range and a loftier prospect saw an ampler vision, and by the vision splendid were on their way attended, nor let it fade to the light of common day. So Franklin saw the triumph of democracy, and Corbett the fall of privilege. The vision cometh not with observation. It rests on supreme faith in the great tide of events, in the infallibility of the advance, in the certain triumph of the greater good, tho all the power of hell be arrayed against it. This has supported newspapermen in the pillory and given strength to face death as they fought in the gates of the people with the alien enemies of the light, through long years to serve a gainsaying generation and see triumph at last.

This cometh only as men have early sought the vision, waited for it through years and never doubted the larger hope and the overarching Providence which builds the shrine of the diviner future. With this all things are possible. Without this the journalist but wanders in a changing show, chaffers in the market place, and finds things new and old to no purpose and no result. Not in this spirit did He speak who saw afar the newspaper day when all things secret should be revealed and the housetop should proclaim what had been said as the jealous secret of the inner chambers of privilege.

Her Little Diversion.—They were talking about women friends.

"Do you see Emma often?" one inquired.

"Oh, yes, quite frequently," the other replied.

"Is she happily married?"

"Is she? I'll say she is. Why, that girl is so happily married she has to go to the theater for a good cry."—*Indianapolis News.*

Older Than the Oldest.—"Have they a family tree?"

"Mercy, yes! To hear them talk you'd think some of its branches were used as timber in building the *Mayflower*."—*Philadelphia Evening Bulletin.*

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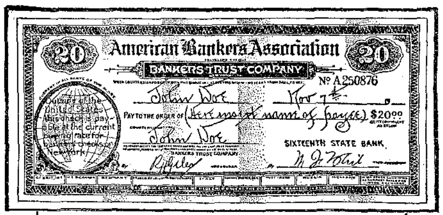

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REVIEWS-OF-NEW-BOOKS

DOWN IN LOUISIANA

A SIMPLE STORY as to plot, but filled with a quiet charm and with real skill in the drawing of character and the picturing of a locality, "The Inheritance of Jean Trouvé," by Nevil Henshawe (Bobbs, Merrill & Co.), makes most pleasant reading. Books about Louisiana are scarce; we know very little of the people there, the French descendants of the original Colonists, or of the life in the "marshes," and yet these people and this life are singularly picturesque and individual.

The tale of Jean Trouvé concerns itself with a small lad whom we first discover in a boarding-house kept by a Madame Thérèse, a gentle and lovable soul who dearly adores the boy, left much alone while his father toils all day in some commission office for a small sum per week. The boy lives a lonely life in the big empty house, with the rare jaunts into the country with his father, and he fills the hours with imaginings. An old-fashioned lad this, in the French environment, where the echoes of the old city barely enter; where it is only at Mardi-Gras that the old house suddenly wakes up, and Madame Thérèse has all her rooms let, and everything is gay and lively for a few days. For the house on the Rue Bourbon is on the line of march, so the windows and balconies are at a premium.

Mardi-Gras was always a great time for the small Jean, who was then called John, John Marsh. But Mardi-Gras brings him his first great grief and loss. His father is stricken the very day of the procession, and dies shortly afterwards.

It is then that the adventures of John begin, and that he finds a new home and a new name and a life vastly different from the confined one of the boarding-house. There is a letter left behind by the dead father which contains certain instructions and some information. It appears that the boy is grandson to one of the richest planters in the State, General Marsh. His father had made a runaway match with one of the tenants of the estate, and had been disinherited by the furious old man. No communications had since passed between the two. But now little John was to be sent to this unforgiving old person, and, it was to be hoped, properly received by him.

But nothing of the kind happens. It is an evil little man who takes the boy from New Orleans to his grandfather's country, a man who hopes to get a good pourboire for his trouble. When the old gentleman rises in wrath and contumely and sweeps the two out of his office, Dugas turns on the boy. He tells him he will make him his servant, and when the lad demands to be returned to Madame Thérèse, as was the agreement, he strikes him.

But John is no fool, nor yet is he a coward, for all his inexperience and smallness. The boy has spirit. He has the blood of a long line of splendid planters in his veins, and is not the sort to be beaten. He flames at the blow, and frightens the sneak for a moment. But the man is too big for the boy to beat; he knows this in his heart, even in the moment's triumph; and that very night he runs away.

Fate throws him into the care of a couple of men from the marshes, fishers and trappers, fine open-air fellows, kindly and honest. They take him home, where he becomes one of the family; it is a family that has seen better days, but drink has brought Laval down, good and kind tho he is. He can not resist the stuff, and goes off on long sprees, that leave him broke and his repentances, tho genuine, fill neither the larder nor yet give his only child, a daughter, education or association such as she should have.

Of course any reader will guess how the book comes out. It does not matter here just how this happy and satisfactory end is brought about, nor what are the anxieties of Jean before he gets back his inheritance and wins his 'Toinette. It is not these things that keep you reading the book. It is the life there in the marshes, the hunting and fishing and the boats, and when Jean begins to work toward his ambition, that of developing into a planter, it is the enchanting portrayals of farm life, of the planting and growth of the cane. The wood-folk, that is to say the hunters and the trappers, have their own notions as to this planting, and the work it entails. Jean seeks to get them to work for him, but he has his troubles. When at last they do consent to help in the harvesting, they have to make a game of it. They pretended that they were attacking the cane. Some fought with single sticks, as tho in a duel. Others attacked a whole row with an abandon that promised badly for the final state of the crop. There were grumblers, however. "What," they inquired, "was the good of money without comfort?" And what comfort could be had in working hard in summer weather? Was not a gun far more amusing as a companion than a hoe?

Yet this is America!

The book is a study of temperament. It is in Jean's blood to plant. There is an allure to him in broad acres that is like the call of the sea to a sailor, and when he turns to the work of his choice the land responds, as the brush responds to the hand of a born painter. A man who loves the good brown earth himself is writing. He knows these good and simple people with their Gallic humor and vivacity, their courtesy and kindness under rough clothes and circumstances. He has found delight in writing about them, and because of that he makes reading of them a delight. He has made a book of charm and truth.

A TRUE ROMANTIC NOVEL

SPRING is at the door, and with it stand Wanderlust and Romance and Youth and other sweet things, and most of us listen to the knocking they make and like the sound of it. With our hearts keeping time to that rat-a-tat-tat while the rest of us is perforce bound to continue at the old routine, we will take up Mrs. Burnett's latest novel, "The Head of the House of Coombe" (Frederick A. Stokes & Co., $2.00)—and some seven or eight years have elapsed since she has given us one—and find delight in a story that is shining with the true light of romance, that has a young heroine as beautiful as a fairy princess and as badly treated as a Cinderella, a stern, fine old lord who saves her from dangers, altho she hates him and thinks him evil, a wicked mother, and a lover who is everything that a Prince Charming should be. Poverty and riches stand side by side, and the path of true love is full of obstructions. Whether or not they are surmounted remains to be seen. For it appears that this particular novel is only half the story. The later half is to come next, and it is beyond any doubting that every reader of the first half will wait for the second half with considerable impatience and will buy it with delightful anticipations when it appears. Why the two books were not issued simultaneously is probably a trade secret that the layman can only ponder over and disapprove.

Mrs. Burnett is a real story-teller. She can create people whom you begin at once to love and to champion, and she involves them in circumstances that stir all your interest from the first moment and that hold it to the end. It seems likely that this book, for all its length, will prove one of the most popular she has ever written, and that is a generous prophecy, for she has long been a great favorite, and deserved to be such. She gets life into her pages, even if it be deeply tinged with romance. So many of our stern young critics fail to remember that life can be intensely romantic, and frequently is so. Mrs. Burnett does not for an instant forget this fact—her own life was and is romantic, and she has simply obeyed the adage to look in your heart and write of what you know when she has flung the rainbow hues of magic over the tissue of her tales.

In this book you are introduced to the mother of the heroine while she herself is still a young girl; in fact, "Feather" is and will remain young to the end of her existence. She is a marvelously well-done little creature. Without heart or brains, she is yet eminently fitted for the sort of life that attracts her. She is smart to the *n*th degree, exquisitely lovely, utterly selfish, expert in showing off her good and concealing her bad qualities, alluring, given to clever little speeches, empty but filling her hollowness with pleasant murmurs. She will always find some one to bear the burdens of life for her and allow her to play in the sun.

Almost all of this first part is given over to the life of "Feather." And yet under this life we watch the upgrowing of her little daughter, the neglected and hated child who is banished to the up-stairs regions and the servants, who does not even know that "the Lady Downstairs" is her mother, who is ill-treated and untaught, but who is none the less a personality. It is Lord Coombe who finds out just what is going on, by chance, and who sees to it that matters are altogether altered for the better. This man is the protector of Robin's mother—Robin is the quaint name of the little girl—and this shadow of evil the child somehow senses. At any rate, she takes a violent dislike to him, and continues in that mood to the end of the present volume, tho she comes to realize that Coombe is a friend to her.

The girl is eighteen at that time, with a strange life behind her, and in it one beautiful meeting, that occurred when she was but

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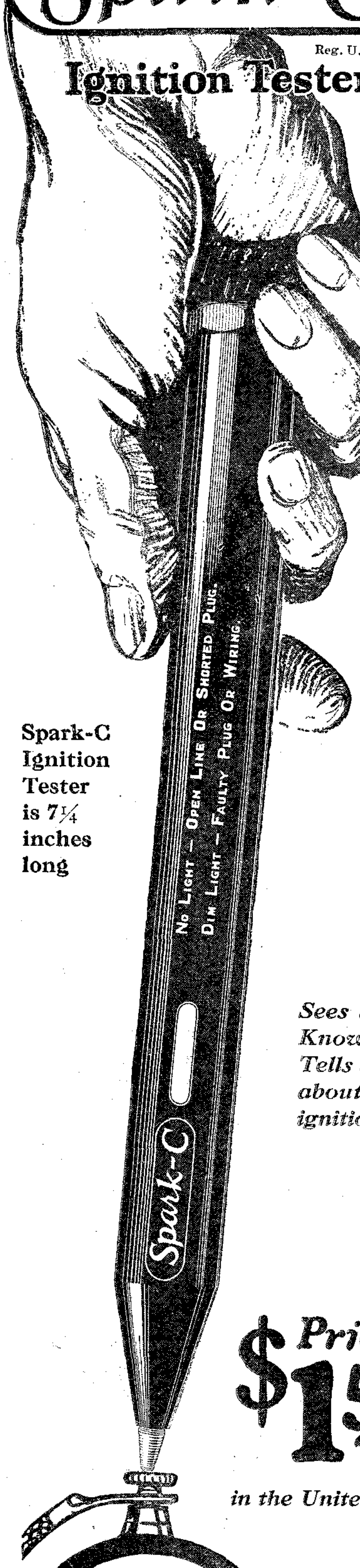
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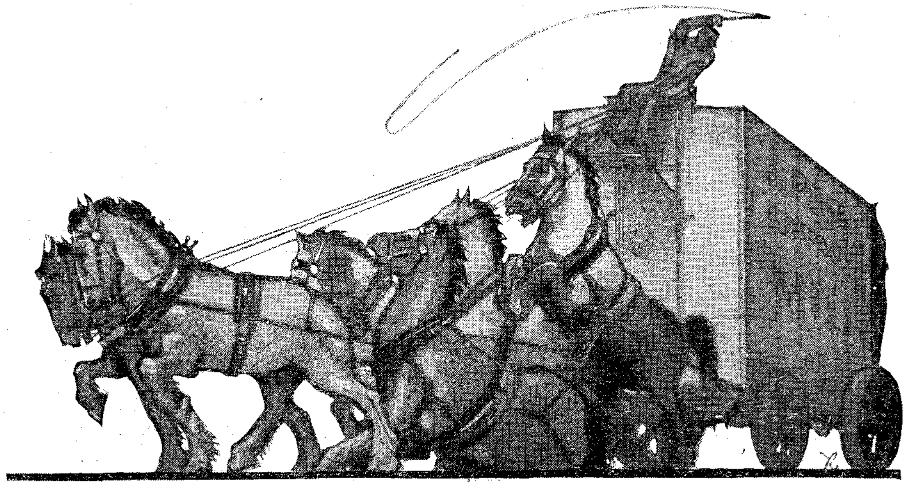

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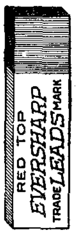

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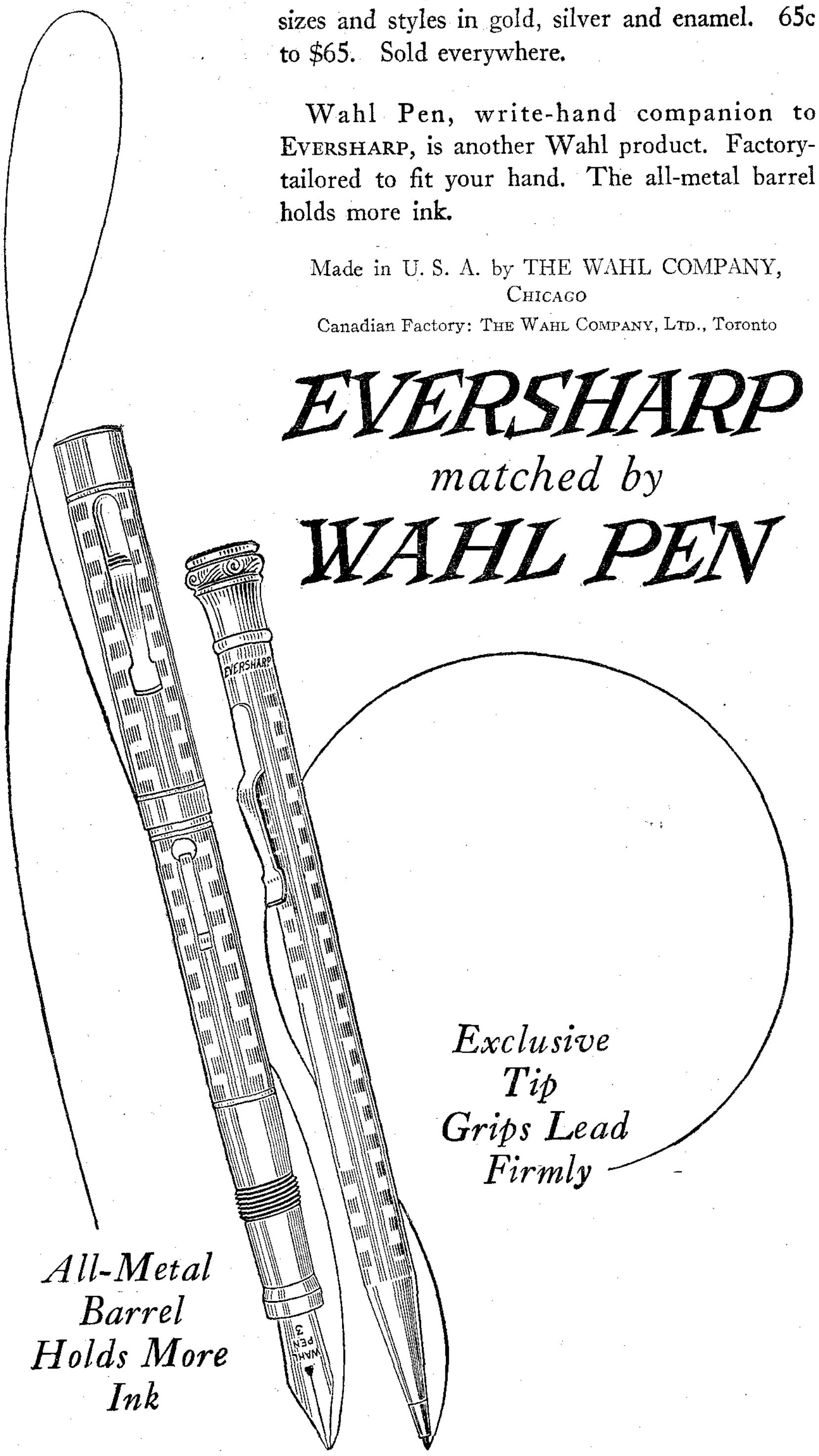
EVERSHARP
WAHL PEN
Exclusive Tip Grips Lead Firmly
All-Metal Barrel Holds More Ink

REVIEWS OF NEW BOOKS
Continued

a little thing under six. She had never been allowed to play with any children, for the nurse who had the care of her was of no mind to have her charge snubbed by the other nurses, and affairs did leak out. The lonely child took her walk, played solemnly by herself, and returned to the dingy nursery day after day. And then came the meeting with the happy, handsome boy, whose life had been a free and lovely thing under the care of a mother who adored him. The children loved each other, and for Robin it was the first entry of love into her life. When the boy was snatched away to his Scottish home without being allowed a good-by, both children suffered, and little Robin was seriously ill of it. The one bit of color and comradeship and gentleness and interest was gone—the quickly waking emotional side of her nature was suddenly made barren again.

It is in the London of some twenty or twenty-odd years before the War that the story opens, and it is that ordered, rich and useless part of the world's metropolis known as Smart London that makes the particular background. The next half of the book evidently plunges us into the London of the War and possibly into other places.

THE MISSING ACTOR

BASSETT OLIVER, the well-known actor, was missing. He had closed his engagement at Northborough on Saturday night and was to open at Norcaster, a neighboring town, on the following Monday evening. He left the hotel at Northborough at eleven o'clock on Sunday morning, had taken a ticket for Scarhaven, a little village on the coast reached by a branch line, and that was the last heard of him. His failure to turn up at Norcaster for a rehearsal on Monday morning started an inquiry which elicited these facts, and consternation reigned in the company, where he was much liked. This is the agreeably thrilling opening of Mr. J. S. Fletcher's "Scarhaven Keep" (Knopf, $2.00), one of the best of his many good mystery stories.

A search party is organized, consisting of Stafford, the business manager; Rothwell, the stage-manager, and Copplestone, the author of the play in which Oliver was booked to appear, and their quest leads them at once to Scarhaven, a picturesque little fishing-village, dominated by a fine old house on the cliff called Scarhaven Keep, on account of the ruins of the old tower in its grounds. Copplestone learns that this estate belongs to Marston Greyle, who succeeded rather unexpectedly to the estate on the death of his uncle, and came to take possession from America, whither his father had emigrated some years before. He is not altogether English in his ways and is consequently regarded with some suspicion by the villagers. Copplestone, who takes the lead in the investigation, learns that Oliver has been seen in Scarhaven, that, on learning the name of the owner of Scarhaven Keep, he remembered having met him in America and, announcing his attention of calling on him, had entered the grounds of the Keep and had not been seen since.

The next incident throwing any light on the subject is Copplestone's interview with a poacher who says he saw Oliver enter the ruins (he himself was hiding in the wood near by), and declares that he saw Squire Greyle follow him and come out alone some ten minutes later. This looks bad for the Squire, but on that same evening Copplestone is summoned to the Keep, for the body of Oliver has been found on the ground inside the tower—he had evidently fallen from the top, for the vines and brambles were broken where the body had plunged through. Then the question arises as to whether the death is accidental or not, and the search for the truth discloses so much in the way of plot that the reader is bewildered. Greyle suddenly disappears, and it is learned that he has drawn from the bank all the money that he had there, and has also offered the estate, which is not entailed, for sale. Then there is Chatfield, the estate agent, a most unpleasant person, who seems to have some hold over Greyle; there is his daughter Addie, a handsome successful actress; there is pretty Audrey Greyle, the girl who would succeed to the property if Marston died, and a number of lesser characters, all of whom have a share in the final clearing up. There is plenty of incident, both by sea and land, and the book may be heartily recommended as a thoroughly interesting and absorbing story. The discovery of the mystery hangs upon one of those chance happenings, big with results, that are so frequent in real life.

SPRIGHTLY TALES OF TERRORISM AND SCIENCE

LURED into The Villa of the Peacock (Richard Dehan, Doran Co., $1.90) by a token he has given to a beautiful girl whose life he had saved in a railroad accident in France, King Aldobrando II of Donda is suddenly confronted by his double, Don Enrique Zabalza, pistol in hand. The King resigns himself to die—yet through a caprice of the girl, and the ineptitude of Don Enrique, he walks unharmed from the villa, while his double perishes by the poisoned darts of the ambushed Terrorists.

Don Enrique was born wealthy, but of plebeian origin, and both he and his family paraded his resemblance to the King, accentuating it by copying the royal dress and mannerisms As long as the King was young, he took advantage of the presence of his vulgar counterpart to mask his youthful escapes, but when he married, Don Enrique was banished to France. There, too, he aped royalty, and in jest the King had him created a nobleman, but, since he was the son of a sardine merchant, gave him for a coat of arms three sardines, argent, and a can-opener, gules. This insult Don Enrique swears to wash out in blood, and joins the Terrorists.

He agrees to undertake the assassination of Aldobrando, and returns to Donda accompanied by a girl whose Terrorism is as fervent as her beauty. She is infatuated with the unknown man who rescued her from a burning railroad coach, and believes it was Don Enrique, until she notices that he has blundered and marked himself with the rescuer's distinguishing scar upon the left arm instead of upon the right. From this she argues him a person of no capacity, and the plan for assassinating the King proves her right. Don Enrique proposes to lure the King to his old home, frighten him by flourishing a revolver, and then suddenly relent and allow him to go free after he has exchanged clothes with the conspirator. But the man who leaves

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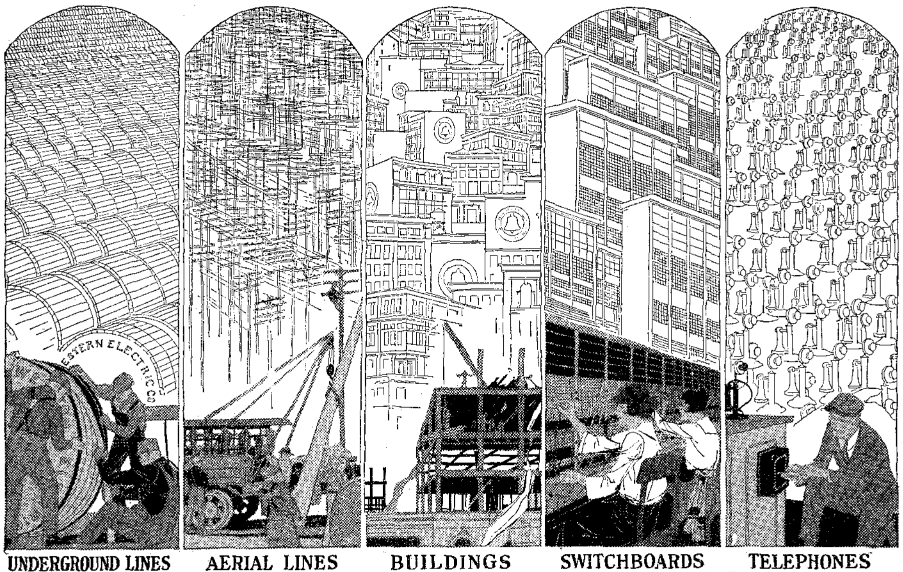

Breaking Construction Records

Since 1920, faced with the greatest demand for service in telephone history, the Bell System has surpassed all previous records for the installation of new telephone equipment. In the last two years more than 1,000,000 additional stations have been added to the system by construction. This is equal to the entire number of telephones in Great Britain.

In 1921 alone, 450,000 new poles were placed—enough to make a telephone line from New York to Hong Kong. The aerial wire put into service in the same year, 835,000 miles in all, is enough to string 60 wires on such a telephone line.

1,875,000 miles of wire, enclosed in 1,500 miles of cable, were added to underground and submarine lines in 1921. New underground duct totaling 11,000,000 feet was constructed, this representing approximately 300 miles of subway. 69 new central office buildings and important additions were completed or in progress, and new switchboards with a capacity of many thousands of connections were installed.

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REVIEWS OF NEW BOOKS
Continued

the house in Don Enrique's clothes is to be shot down by Terrorists ambushed in the shrubbery, while the false King will return to the palace and rule Donda in the interests of the Terrorists.

At the crucial moment, the King refuses to become frightened, to exchange clothing, or to reveal the Palace password. Knowing that the King has saved her life, the girl wrests the revolver from Don Enrique's hand, and compels him to walk out of the door in his own dress. As the King leaves, soon after, he hears a revolver shot in the house behind. He turns to investigate, reconsiders, shrugs his shoulders, and walks on.

This novelette gives the title to a collection of four similar tales and two short stories of the same character. In "The Formula of Brantin" a doctor of the underworld has discovered a drug which cures all craving for alcohol and drugs. As he is dying he bequeaths it to a young minister of the gospel, but perishes before he can disclose the key to the thieves' cipher in which it is written. The minister discovers the secret only after he has sunk to the gutter and become the confidant of thieves, but with the aid of Brantin's formula he recovers, and sweeps away the night life which has been so vividly described in the course of the story. In none of the tales is there any striving after probability, but all are ingenious, sprightly, and rapid in action.

AN ANCIENT ROMANCE

ALMOST a thousand years ago in the city of Constantinople an Empress fought for her empire and her lover, and it is her story that Eden Phillpotts tells in his historical novel, "Eudocia." (MacMillan, $2.00.)

The tale is one of politics, of intrigue, of wits pitted against wits. The Empress is widowed, and may not marry again, and great men strive together for the power which they are determined she shall relinquish. But Eudocia is a great woman, and not easily fooled or frightened. She knows very well what is toward, and she also knows her friends from her enemies, tho the latter are well-disguised and the former maligned. She plays a great game and she loves with a mighty love, loves a man worth the loving. The outcome is interesting, even amusing.

Every once in a while Eden Phillpotts turns away from his own times and his countryfolk to wander about in forgotten centuries. But this particular venture is more allied to real history than his other jaunts. It is also rather more stiff and pretentious. The book is not without its thrills, for the contest between Empress and Villain is close and hard, and you can not guess who is to win. You want to know, and you want it to come out according to your sympathies. The author says of his comedy, for he calls it that, that it is perfectly applicable to men and women to-day, that neither these nor yet politics, intrigue, ambition, evil and right doing alter materially as the centuries pass. And this is true enough, and the fact makes for amusement. But somehow there is too much paraphernalia, too much talk set in the formal fashion of older times, and longwindedness that lumbers to an ancient tune is doubly fatiguing. Mr. Phillpotts's other books of early days when the world was younger are far more informal than this one on "Eudocia."

For all that, there is excellent character drawing and a certain splendor to the story. Pictures that glow with rich colors and a pomp that stirs the imagination are a part of the book. And there are threads of plot and counterplot that weave into a puzzling pattern. It is not very long, and it is not likely that having begun it one will be satisfied to leave it unfinished. There is a fascination in seeing the clever meet their match, in watching them walk into hidden traps, that is hard to beat. It is a joy to watch the strong and wicked used against themselves, to have their own plots work against them. And the book is full of this sort of interest.

But it is hardly the kind of book we have the right to expect from Phillpotts, and that is the reason it is not being treated with greater praise by the present reviewer. There is a kind of hollow reverberation to it, a great to-do about a slight matter. "What's all the shootin' for?" you feel like remarking.

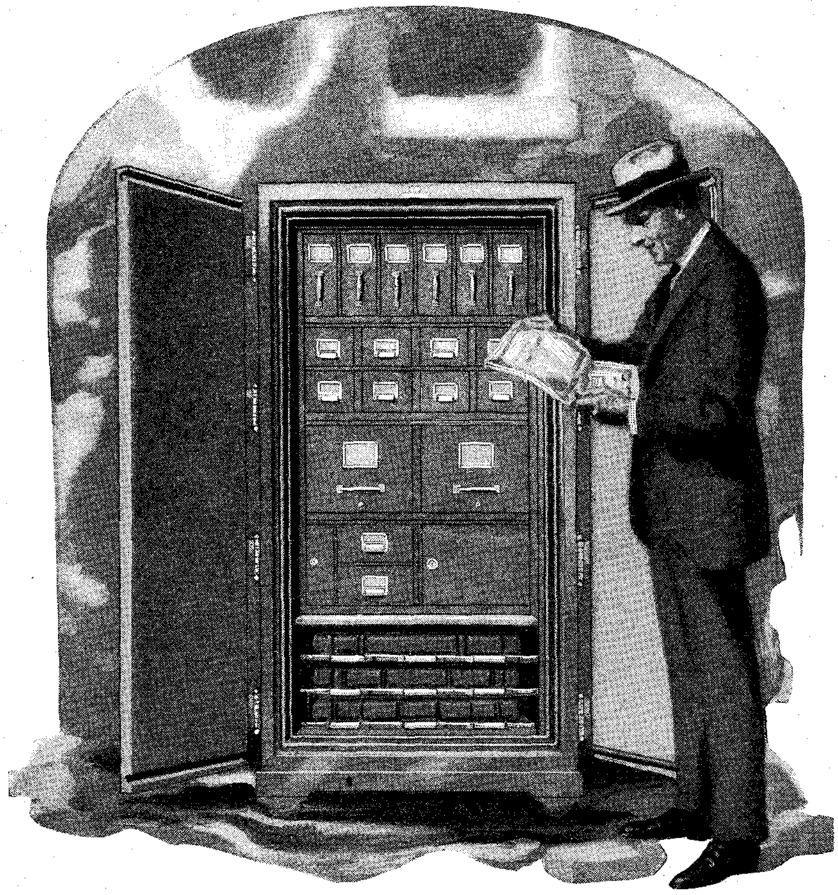
A good enough novel for some casual writer is not good enough for Phillpotts. Or, if good enough for him in some casual mood, then it ought not to be put forth with a certain assumption of importance, and yet this assumption is decidedly present in "Eudocia." A story of intrigue in a picturesque setting it is; but it is not a mirror into which we may look and find the reflection of mankind in all times, as it assumes to be.

A GOOD WOMAN'S CHILDREN

IN spite of the wide-spread theory that women do not appreciate irony it is only they who will fully understand and enjoy Miss E. M. Delafield's latest book "Humbug" (Macmillan, $2.00). It shows a state of things uncommon, if not long since abolished in this country and, according to modern writers, slowly disappearing in England—the intrinsic falseness of much that has been heretofore considered necessary in the bringing up of children. Yet if our own education has been on entirely different lines from that of Lily Stellenthorpe, still we of the older generation recognize many of the platitudes that were current in our young days, tho we may have been sufficiently fortunate to have escaped them.

The story deals with the life of Lily Stellenthorpe and the insidious sapping of her mental force and integrity by means of the atmosphere of pious insincerity that surrounds her from her youth. At its opening Lily and Yvonne are the only children of Mr. and Mrs. Stellenthorpe who are thus trenchantly described. "The mother . . . was a good woman, and had all a good woman's capacity for the falsification of moral values. Her husband was so constituted that it would not be unjust to describe him in identical terms." Yvonne, aged about ten, had nearly died in infancy of water on the brain and in consequence was very slightly deficient mentally. This her parents would never acknowledge, and consequently the poor child, subjected to the same tests and discipline as Lily, was unjustly treated, both in demands and punishments, an injustice which Lily, who loved her sister with a protective love, was the first to perceive and resent. When Yvonne finally dies the natural feeling of relief is of course suppress, for Philip Stellenthorpe "was unable to refrain from exacting the due meed of conventionality that he took for a tribute to Yvonne's memory."

And this insincerity pervades the Stellen-



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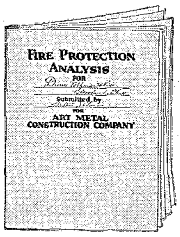

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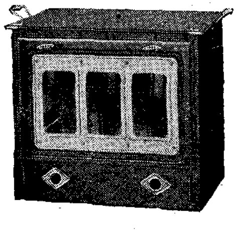

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REVIEWS OF NEW BOOKS
Continued

thorpe family life. Nothing unpleasant is ever faced; the plain truth about any difficult subject is always evaded, and various shibboleths which no one has ever taken the trouble to investigate are handed out as unquestionable truths. When her mother is seriously ill Lily is sent to a neighboring convent, where a thoroughly artificial atmosphere prevails and where an attitude of false modesty, which forbids a recognition of the claims of the body, means an entire ignoring of the laws of hygiene, which has disastrous results on the children's health. Later, some years after her mother's death, Lily goes to boarding-school, one of the modern type, where the teachers were almost all selected for their skill in games and where, in consequence, the education was singularly inadequate. "History was imparted in the usual patchwork of dates, anecdotes and names . . . botany was an extra, natural history ignored, and plain needlework not taught. Mathematics . . . presented itself to the girls, as to the majority of feminine minds, as a compound of meaningless 'sums' that, if juggled with by a series of unrelated processes, might 'come out right' at the end. And so it goes. In every stage of Lily's life she seems to be surrounded by conventionalized humbug; she says what she thinks she is expected to say until all moral courage is gone and her mental integrity sapped. She looks with envy upon her young brother who has never been in the least affected by his father's mournful sentimentalities and who is a thoroughly modern small boy, cheerful, undemonstrative and self-sufficient. "He obviously did not believe that grown-up people were infallible. He held opinions of his own and exprest them freely. He was addicted to making personal remarks. He asked indiscreet questions."

When Lily is nineteen she is sent on a visit to her father's sister, Aunt Clo, a plain-spoken lady who has elected to live in Italy and who is one of the best characters in the book. For, plain-spoken as she is, Aunt Clo is a good deal of a humbug but as her pose is that of great honesty, she is more or less unconscious of it. She lives in a small village near Rome and during Lily's stay with her she hears continual refutations of many of the theories upon which she has been brought up, for Aunt Clo is extremely advanced and her opinions on marriage and various sociological questions connected therewith, and her frank discussions of the same fall upon Lily's timid mind like thunderbolts. Then comes the girl's love affair and marriage with a man a good deal older than herself. She doesn't know whether she loves him or not; she seeks counsel from various elders and gets no help or satisfaction from any of them, so finally takes the plunge and becomes Mrs. Nicholas Aubray.

What is the result? Well, it is very much like life—neither perfect happiness nor entire misery. Of course the story in the book is secondary; it is written with a purpose and scenes and incidents are selected with a view to illustrating the immense amount of humbug that has surrounded the conventional bringing up of a child up to this time, tho there is reason to believe that much of that has changed. Miss Delafield has brought to her task her acute sense of character, her satirical powers and her great skill in presentation which result in a most entertaining story and one which carries an important lesson.

A FEMININE HARDY

THAT incorrigible idealist, the compiler of the publishers' jacket, says, on the paper cover of "Joanna Godden" (Dutton, $2.00), that its author, Sheila Kaye-Smith, is the foremost woman writer in England, and one is inclined to believe he is very nearly right. In the partition of that country by British novelists she has taken for her province the low marsh land in Sussex and Kent which borders the English Channel, a country largely given over to sheep-raising.

The story opens on the day of old Mr. Godden's funeral; on the reading of his will it is found he has left his farm of Little Ansdore to his daughter Joanna, a fine, capable, up-standing young woman of about twenty-three, who causes a distinct sensation in the community by deciding to dispense with the services of a bailiff and manage the farm herself. This extraordinary proceeding is the sole topic of conversation at the bar of the Woolpack Inn, and many anecdotes are related, typical of Joanna's character, such as a reminiscence of the time when she "hit Job Piper over the head wud a bunch of oziers just because he'd told her he knew more about thatching than she did." The fact is also chronicled that, having knocked his hat into the dyke, she bought him a new one, the whole proceeding being extremely characteristic.

The story follows Joanna's career for some fifteen years; her failures and successes as a farmer; her lovers and her friends, and her experiences with her sister Ellen, thirteen years her junior, whom she loves in a hot-headed, injudicious way, sending her to a boarding-school that she may be "made a lady." This is a process that, in English fiction at least, is sure to prove disastrous, and Ellen is by no means improved by her school career. When she comes home, a finished product, it is to look disapprovingly upon Joanna's taste both in dress and house decoration, and she has not enough love for her sister to make her overlook such errors.

During these years Joanna has had lovers, Arthur Alce, a neighboring farmer, having been the most persistent of all. But Joanna has her ideals; youth and beauty appeal very strongly to her, and she finally engages herself to Martin Trevor, the son of a broken-down and decidedly disreputable gentleman of the neighborhood. It is a dream of happiness while it lasts but Martin succumbs to pneumonia and Joanna is left bereft and unhappy, tho the duties of her busy life occupy her until her sorrow becomes less acute. Ellen in the meantime finds life at the farm deplorably dull, and looking around for some one to marry, her eye lights upon Arthur Alce. She rather despises him for his faithfulness to her sister, but he is well-to-do, and it would be a triumph to take him from Joanna, so she begins her work. Joanna is pleased at the prospect. Circumstances throw Ellen and Arthur together, and finally the latter, urged by Joanna, offers himself to Ellen, who accepts him.

As is often the case in real life, it is the selfish egoist who wins the prize while the impulsive, generous-hearted woman stumbles along through many pitfalls and disasters, finally reaching a development, however, which the other never attains. So it is with Ellen and Joanna, but it would not be fair to the reader to follow their fortunes any further. The book is essentially one of characters—the pages are crowded with them, and this it is that constitutes the author's claim to eminence.

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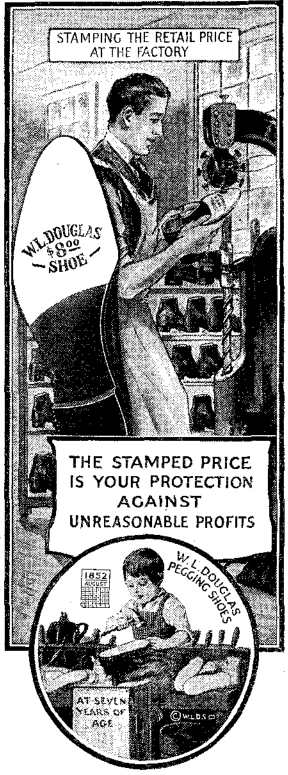
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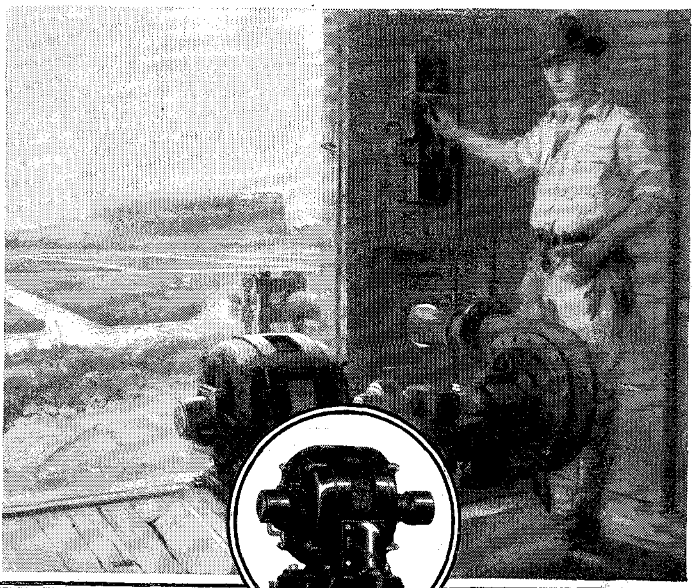

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DISEASE GERMS ARE DESTROYED and removed by the processes now commonly used to clean and renovate the clothes we wear. This has been demonstrated by a series of experiments carried out recently at Mellon Institute, Pittsburgh, as we are informed by Joseph M. Kesslinger in the Pittsburgh *Dispatch*. Altho it is universally known, says Mr. Kesslinger, that dry-cleaning removes dirt and stains from garments, apparel and household articles, few are aware of the significant rôle this method bears in checking epidemics of tuberculosis, diphtheria, typhoid fever and every other disease known to mankind. He continues:

"The reason for this lack of information is quite natural. The investigation has only recently been concluded by the International Technical Society of Cleaners and Dyers at the Mellon Institute of Industrial Research of the University of Pittsburgh. The success of this inquiry will be a huge factor in maintaining the health of the Nation.

"Doughboys who returned from overseas following the conclusion of the war will remember with a shudder the effect of the 'de-lousing' machine upon their uniforms. Many will recall how utterly their military clothes were ruined and still others will recollect that it was only their foresight in having them prest immediately following the fumigation process that rendered them fairly presentable. The Government, at that time, was concerned chiefly with the efficacy of killing all the disease germs the warriors brought back in their raiment from the bloody fields of Flanders. Hence the preservation of the garments was a secondary issue. The process evolved at the Mellon Institute does not have the slightest deleterious effect, but in reality aids in the renovation, which enhances the value of the apparel.

"The International Technical Society, composed of eleven of the largest and most progressive cleaning and dyeing firms in the United States, was organized to make possible the technical investigation of processes, appliances and products utilized in the cleaning and dyeing industry. The results of this research will be a great help in combating disease.

"An investigation of the bactericidal action of the process of 'dry-cleaning' garments with solvents, such as gasoline and benzol, was made at the Mellon Institute as a part of the regular program outlined for the year's work. John C. Fetterman, dean of the college and professor of biology, and W. H. Emig, assistant professor of biology, directed and did the bacteriological work pertaining to the tests.

"Prof. Fetterman's report is as follows:

"'Pieces of cloth, one inch square, were inoculated from a culture of the common hay bacillus and then allowed to dry at room temperature. A number of these unit cloths were attached to a garment at the beginning of the cleaning process and one removed after the clothing had been centrifuged, another after treatment in the tumbler, and a third after the garment had been in the pressing machine. The determination of the bacteria present was then made and a comparison made with the bacteria found in the untreated samples. In the second series of the experiments, live steam was introduced into the tumbler for a period of five minutes. In connection with the second experiment conducted at each of the plants, the pieces of cloth were inoculated from a culture made up largely from lactic bacteria.

"'The results follow:

"'First series: control, 580,000 bacterial counts; centrifuge, 180,000; tumbler, 80,000; pressing machine, 40,000; efficiency, 93.10 per cent.

"'Second series: control, 1,200,000 bacterial counts; centrifuge, 370,000; tumbler, 180,000; tumbler and live steam (five minutes), 50,000; pressing machine, 500; efficiency, 99.96 per cent.

"'A similar investigation was conducted, where gasoline was employed in the process.

"'These experiments reveal,' stated Professor Fetterman, 'that the efficiency of the method of cleaning employed at both plants is unusually high. The destruction of the organisms which were utilized in these experiments, notably in the case of the hay bacillus, would indicate that pathogenic organisms, such as the tubercle bacillus, the bacillus of diphtheria, as well as of typhoid fever, would undoubtedly be destroyed. Herein would lie one of the strongest points in favor of the cleaning process employed.'

"The hay bacillus used to inoculate the test pieces of cloth for the first series of tests is one of the most hardy in the whole bacteria family. It is conservative, chemists avow, to say that conditions that will kill these bacteria, will also kill any of the disease-causing bacteria. The hay bacillus is widely distributed in earth, air and water, and was formerly regarded as one of the most typical of non-pathogenic organisms. Lately it has been proved capable of producing spontaneous infections in man.

"These tests are unique in that practically no work of this nature has been done before. A search of the bacteriological literature reveals no published results of tests made to determine the germicidal efficiency of the dry-cleaning industry. A number of tests of the germicidal efficiency of laundering have been carried out and published in public health periodicals. Authorities are responsible for the statement that the dry-cleaning process now used by the members of the International Technical Society of Cleaners and Dyers has a very high and hygienically satisfactory bactericidal efficiency, as measured by the standards used in public health work for laundering, treating drinking water, milk and food products."

ANOTHER STEP IN TRANSMUTATION

THAT A SOLID ELEMENT may change under powerful heat to a gaseous one supposed to be entirely distinct from it, is shown by experiments conducted at the University of Chicago by Dr. Gerald L. Wendt and C. E. Irion. The solid operated on is tungsten, lately well known for its use in the filaments of electric light bulbs. It turns completely into helium gas when subjected to a temperature of 50,000 to 60,000 degrees, said to be the highest ever reached on this world or beyond it. Since in the hottest stars the spectroscope shows only the existence of simple gases, it had long been suspected by astronomers that the more complex elements were decomposed there; but until now it had been impossible to produce such great heat in the laboratory. Dr. Wendt accomplished it by using a super-powerful electric discharge similar to that called "artificial lightning" by Dr. Charles P. Steinmetz, expert of the General Electric Co. Dr. Paul N. Leech, of the Chicago section of the American Chemical Society, is quoted by *The Times* (New York) as commenting on Dr. Wendt's discovery in the following words:

"The alchemists who tried to turn the baser metals into gold were right on one point—that the nature of metals could be changed. But, of course, it has nothing to do with the assertions of scalawags that the baser metals can be transmuted into synthetic gold.

"It does, however, actually blast the theory that the atoms of elements, supposed to be absolutely indestructible, can not be broken up by men. It opens a vast new field to science and may result in many far-reaching and important scientific developments. We can not yet foresee what these developments may be.

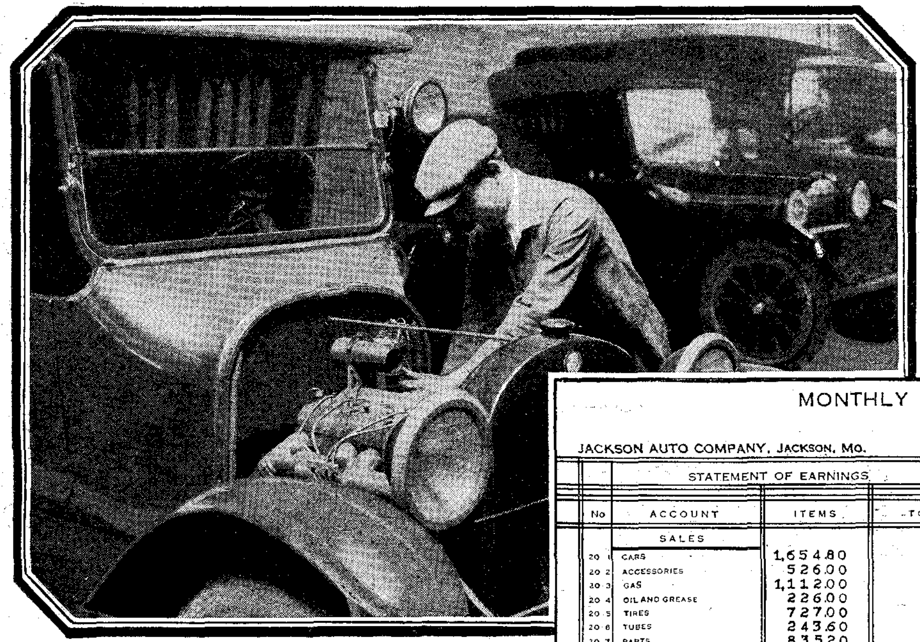
"Up until 1895 it was believed that no decomposition of elements was possible. At that time, however, it was discovered that radium, which is one of the about ninety known elements, naturally decomposes into lead. Nature, however, performs that change, and until Dr. Wendt and Mr. Irion completed their experiments, man had never been able to produce a similar result.

"The heat developed to break down the tungsten atoms and change them into helium is the greatest ever known—hotter than the sun or than the hottest star known to astronomers. The heat of molten steel is about 2,000 degrees, the temperature of the sun is about 9,000 degrees, and of some of the hottest stars is about 30,000 degrees.

"But these scientists have, by means of 'artificial lightning,' such as Dr. Charles P. Steinmetz recently produced, developed the hottest known spot in the universe.

"Astronomers have long known that, while in general the materials which compose the sun and stars are the same as those known on earth, the list of substances and chemical elements becomes shorter and shorter when the hotter stars are examined.

"On the brilliant white or bluish stars, which are masses of



When one of its mechanics works on a car the Jackson Auto Company has a check on his time and the parts he used and it knows whether the repair department is paying or not.

The monthly statement below shows the Jackson Auto Company not only how much business it has done, but also what it costs—which few garages know.

MONTHLY BUSINESS STATEMENT

JACKSON AUTO COMPANY, JACKSON, MO. MONTH OF February 1922

STATEMENT OF EARNINGS

No	ACCOUNT	ITEMS	TOTAL
	SALES		
20 1	CARS	1,654.80	
20 2	ACCESSORIES	526.00	
20 3	GAS	1,112.00	
20 4	OIL AND GREASE	226.00	
20 5	TIRES	727.00	
20 6	TUBES	243.60	
20 7	PARTS	835.20	
20 8	SHOP	650.00	
20 9	SUNDRIES		5,974.60*
	COST OF SALES		
21 1	CARS	1,228.35-	
21 2	ACCESSORIES	347.10-	
21 3	GAS	1,002.00-	
21 4	OILS AND GREASE	150.70-	
21 5	TIRES	514.00-	
21 6	TUBES	207.50-	
21 7	PARTS	526.40-	
21 8	SHOP	430.00-	
21 9	SUNDRIES		4,406.05S
	GROSS PROFIT		1,568.55*
	EXPENSES AND LOSSES		
27			
28			
29	SERVICE	93.00-	
30	RENT	150.00-	
31	LIGHT HEAT AND POWER	75.80-	
32	POSTAGE, TEL. AND TEL	81.40-	
33	INTEREST AND DISCOUNT	34.30-	
34	SALARIES	495.00-	
35	TAXES AND INSURANCE	85.00-	
36	FREIGHT EXPRESS AND DRAY	25.10-	
37	SHOP	69.70-	
38	DEPRECIATION		
39	MISCELLANEOUS EXPENSE		1,109.30S
	NET PROFIT		459.25S
	MISCELLANEOUS REVENUE		
22	DISCOUNTS EARNED		
23	INTEREST RECEIVED		
24	MISCELLANEOUS INCOME		
25			
26			
	NET INCOME		459.25*

STATEMENT OF VALUES OWNED AND DEBTS OWED

No	ACCOUNT	ITEMS	TOTAL
	VALUES OWNED		
1	PETTY CASH		
2	BANK	2,096.30	
3	ACCOUNTS RECEIVABLE	5,731.40	
4	MERCHANDISE PURCHASES	15,423.25	
5	NOTES RECEIVABLE	4,941.20	
6	FURNITURE AND FIXTURES	2,592.00	
7	SHOP EQUIPMENT	2,810.00	
8	AUTOS AND ROAD SERVICE EQUIP	5,000.00	
		21,899.00	60,493.15*
	DEBTS OWED		
10	ACCOUNTS PAYABLE	4,170.20-	
11	NOTES PAYABLE	7,000.00-	
12	LUXURY TAX	3,000.00-	14,170.20S
	NET ASSETS		46,322.95*
	REPRESENTED BY		
13	CAPITAL ACCOUNT		45,863.70
14	SURPLUS		
15	UNDIVIDED PROFIT OR UNAPPLIED DEFICIT AS FOLLOWS		
	JANUARY	459.25	
	FEBRUARY		
	MARCH		
	APRIL		
	MAY		
	JUNE		
	JULY		
	AUGUST		
	SEPTEMBER		
	OCTOBER		
	NOVEMBER		
	DECEMBER		
		459.25S	459.25S
	NET INVESTMENT		46,322.95*

HOW

We Make Every Department Pay Its Own Way

By E. F. BRASE
Jackson Auto Company
Jackson, Mo.

It was back in January, 1921, that we put in a Burroughs Automatic Bookkeeping Machine, opened a set of books and decided to really know just what every department of our business costs us.

The result today would surprise many car dealers and garage owners if they knew the facts. Our records are so complete and accurate that we can glance at them and know just what each department does and what it costs to operate it.

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Our Monthly Statement, as you see, is not cumbersome or complicated, but look what it shows us!

Our sales and *cost of sales* are all down by departments. We know our gross and *net profit*—how many retailers know that?

We know what we owe and what others owe us, and have a statement of our assets, liabilities and net investment.

We certainly can recommend the Burroughs Bookkeeping Machine and their Simplified Accounting Plan for Garages to anyone in the garage business. We positively know they will never regret the investment.

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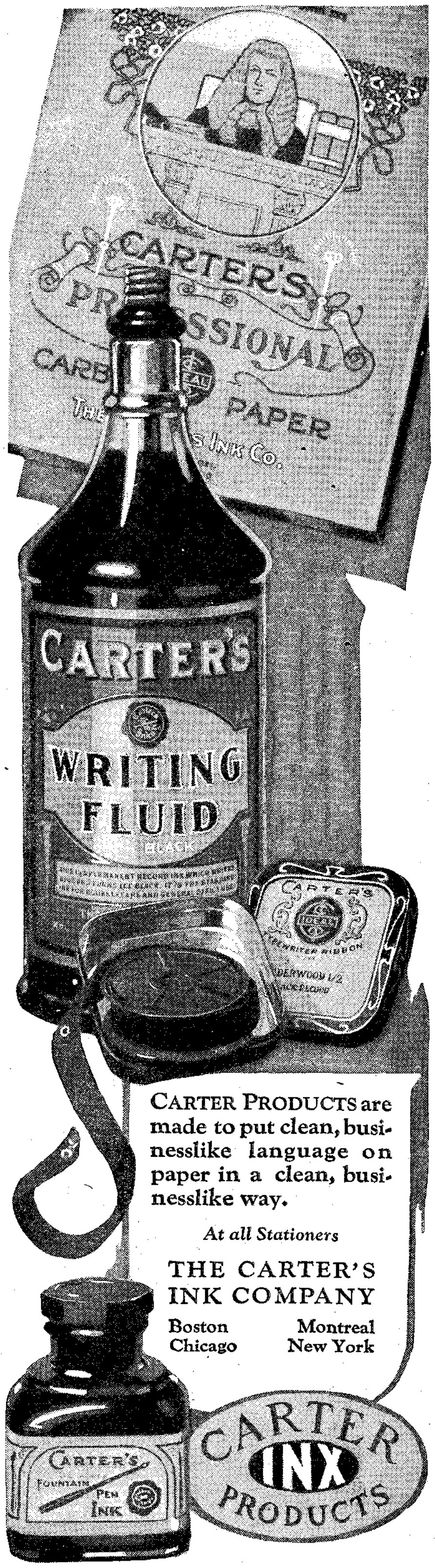
Name__________ Line of Business__________ Address __________



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A lawn mower is known by the service it gives. That's why Pennsylvania Quality is known as the standard of satisfaction and economy.

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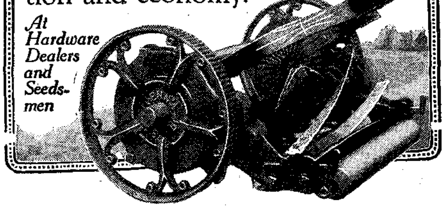

SCIENCE AND INVENTION
Continued

gas at about 30,000 degrees, only the simplest elements are present. They seem to consist entirely of the gases, hydrogen and helium. The heavier metals, such as iron, are not present.

To determine whether this was due to decomposition by great heat, Wendt and Irion reproduced conditions such as are on the stars and succeeded in reaching a temperature twice as high as that of the hottest star, and found that ordinary metals are decomposed into the simple gases, particularly helium.

The method used was the same as that used in producing artificial lightning, recently announced by Dr. Steinmetz of Schenectady, and was originated by Dr. J. A. Anderson of the Mount Wilson solar observatory at Pasadena, Cal.

It consists in charging a large electrical condenser to 100,000 volts and discharging this large quantity of electricity at high speed through an extremely fine wire. The wire explodes with a deafening report, as if struck by lightning, which, in a minor way, it is. The flash is about two hundred times as bright as direct sunlight, but it lasts less than a hundred-thousandth of a second. The pressure developed is about 1,000 pounds per square inch, and the temperature is momentarily over 50,000 degrees Fahrenheit. Under such conditions, the atoms which compose the wire decompose into simpler ones, and the result is the change of metallic tungsten into gaseous helium.

One of the first laws of chemistry has been that the so-called elements are permanent and unchangeable. The failure of the alchemists, after centuries of efforts, to change such common metals as copper and iron into gold convinced chemists that the metals could not be decomposed.

Great advances, as the result of the work of Wendt and Irion, in discoveries on the nature of the matter that composes the universe are confidently predicted.

The following account of the Steinmetz "thunderbolt machine," working on the same principle that has made this result possible, is given in *The Tribune* (New York):

Dr. Charles P. Steinmetz announced to-day that he has succeeded in producing and controlling an indoor thunder-storm with all the characteristics of its natural brother except the thunder-clouds.

At a demonstration of his "lightning generator" a few days ago the familiar forked tongues flashed through the laboratory with a deafening crash, splintered a large block of wood, hurling the fragments 25 feet, and ripped a miniature tree from tip to base.

The bolt carried the energy of 1,000,000 horse-power—about one five-hundredth of the energy of a natural lightning bolt, Dr. Steinmetz estimates—and lasted for the one hundred-thousandth part of a second.

Dr. Steinmetz hopes his apparatus will contribute largely to the development of lightning arresters, as it provides an opportunity for the study at close range of the phenomenon that Benjamin Franklin began to investigate years ago with his kite, string and key.

His experiments have convinced him, however, that there is little likelihood of man's realizing his dream of harnessing thunderbolts and making them work.

The Old Way and the New

The old way of cleaning, dusting and polishing hardwood floors and woodwork means hard, back breaking work. The New Way—the O-Cedar Way—means a pleasant task. A saving of time, work and money and much more satisfactory results.

With the O-Cedar Polish Mop you clean, dust, polish and beautify all at one-the same-time. You banish work, dust, care and trouble.

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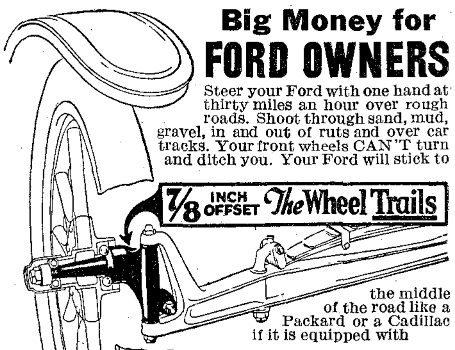
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Give another driver just five minutes behind your wheel after you put them on your car. You've made a sale. No talking necessary—they sell themselves. Liberal profit on every sale. All or part time.

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Hundreds of Ford owners within a few miles of you. Most of them will buy after a five minute trial. Make big money wherever you drive your car with these and other fast selling accessories of our manufacture. **Write us today.**

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"Wonder" Health Belt

Overcomes protruding stomach, slouching figure, makes the figure well poised. It releases the tension on the internal ligaments and causes the organs to function in the normal healthful way. You get a new sense of vigor and strength. Wonder Health Belts are easy to adjust. Made from strong, light weight fabric. Easily washed. Do not rust.

Free Trial—Send for belt on five days' trial. If satisfactory remit $3.00; if not return belt. Give normal waist measure when ordering.

The Weil Health Belt Co.,
316 Hill Street New Haven, Conn.

Despite their tremendous energy, he says, their life is so short that, harnessed, they would be worth only a few cents apiece.

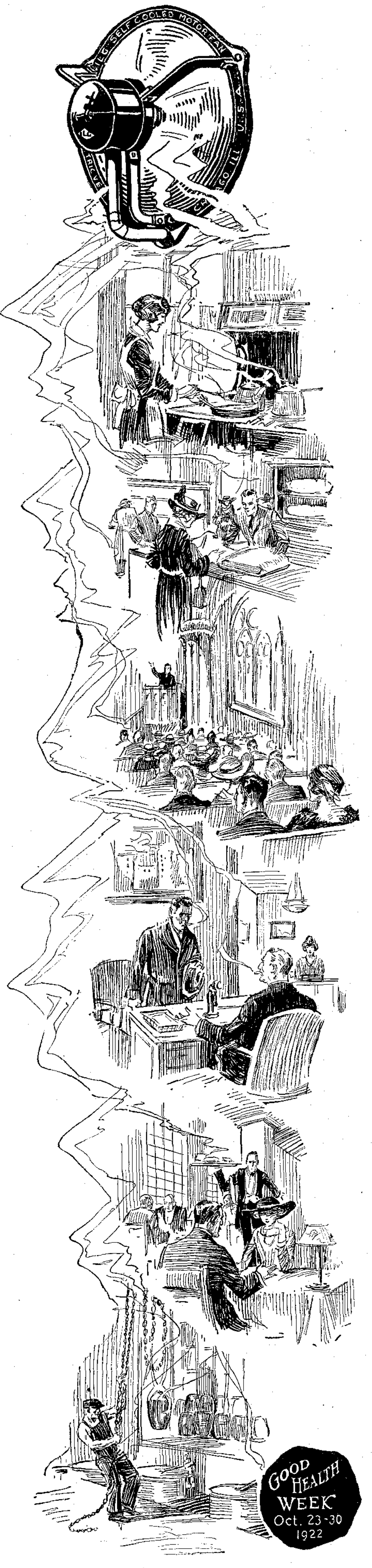
"In our lightning generator," he said, "we get a discharge of 10,000 amperes at over a hundred thousand volts—that is, a force of over a million horse-power lasting for a hundred thousandth part of a second. This gives us the explosive, tearing and shattering effect of real lightning, so that, for instance, a piece of small tree exposed to the discharge is mechanically torn to pieces. A piece of wire struck by the flash vanishes in dust.

"The difference between lightning energy and ordinary electric current is similar to that between a pound of dynamite and a pint of gasoline. The pint of gasoline contains more energy and can do more work than the pound of dynamite, but the pint of gasoline gives off its energy slowly, at a moderate rate of power, while the pound of dynamite gives off its energy explosively, all at once, at an enormous rate of power, and thereby locally tears and destroys."

THE PSYCHOLOGY OF PROPAGANDA

"PROPAGANDA" is a word often in our mouths and still oftener in print since the beginning of the war. It is used commonly with a bad implication, but of course a good cause may be advanced in this way as well as an evil one. Why propaganda succeeds and how it may be fought when it is objectionable are questions discust by Prof. Edward K. Strong, Jr., in *The Scientific Monthly* (Utica, N. Y.). An interesting phenomenon of the last few years, Professor Strong thinks, has been the unanimity with which millions of men and women have conformed in their thinking and in their actions to what certain leaders wanted. Vast sums have been raised for all sorts of agencies. Citizens of the United States consented to universal conscription, cut down their daily use of sugar, closed their factories on certain days, and went without gasoline for their autos voluntarily and enthusiastically. To an extraordinary degree men and women in nearly all countries have cooperated in programs necessitating radical changes in their every-day life; and they have done so in response to suggestions presented in skilfully conducted propaganda. He continues:

> Because of the surprizing succees of all this propaganda, the innumerable times it has been employed and the ease with which it has been carried out, people generally have become conscious of propaganda as a great tool or method for influencing others.
>
> If propaganda were a means of influencing others along lines only of benefit to society, it could be hailed with great acclaim. But unfortunately it can also be employed for dishonest and socially vicious programs, just as well as for honest and worth-while movements. Federal authorities estimated that in five years, 1910–15, the 2,861 swindlers that were arrested had defrauded the public of $351,000,000, averaging a dishonest gain of $123,000.
>
> The drive, a new form of propaganda, has now become a regular business. According to James H. Collins, somewhere between a billion and a billion-and-a-half dollars have been raised in one year for various causes other than governmental. The District Attorney of New York County



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Homes

Ventilate your kitchen—remove every trace of greasy fumes and cooking odors that permeate your home. Enjoy a clean, fresh, invigorating atmosphere.

Stores

Clerks are alert, ambitious and attentive, and customers linger longer in the store that's correctly ventilated with an Ilg Fan.

Churches

Efficient ventilation means capacity attendance for the church, theatre, lodge or assembly hall. Heed the warnings of public health authorities and install an Ilg Fan.

Offices

Fingers are nimble, brains active and muscles responsive in the office that's correctly ventilated with an Ilg Fan—there is an atmosphere that makes for health and vigor.

Cafes

Correct ventilation with an Ilg Fan pays big dividends to the restaurant owner—it's an appetizer — a factor that measures the size of every meal ticket.

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Fresh air is the life force of man-power. Industrial plants everywhere use Ilg Fans for creating healthful air conditions — removing fumes, vapor, smoke, steam, acids, etc. — drying and cooling.

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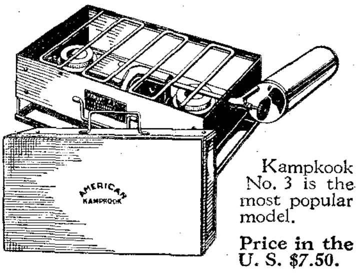

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Kampkook No. 3 is the most popular model.

Price in the U. S. $7.50.

Also made with brass case at $9.50; large size two burner $8.50; three burner size $12.00.

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All Kampkooks fold up like a miniature suit case when not in use with all parts including tank securely packed inside the case.

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Authorities say "watch your weight!" The best barometer of your health is your weight. Nothing promotes beauty, progress and personal welfare like perfect health. Make daily weighing without clothes a habit by means of the

HEALTH-O-METER
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SCIENCE AND INVENTION
Continued

investigated 534 money-raising activities in 1918 and put 384 of them out of business.

But we are less concerned here with swindling propaganda than with those forms not so palpably dishonest. It is important that our citizens be protected from pecuniary loss, but it is far more important that the United States, for example, deals with Russia, Mexico and the Irish question in the right way. And it is just such problems that furnish us with propaganda very difficult to handle. To-day the average citizen has been deluged with facts, near-facts and falsifications put forth by interested parties, so that he has a mass of undigested and conflicting ideas or else has become frankly partizan.

Naturally as a psychologist, I view this matter as an interesting psychological problem. The word "propaganda" means essentially the spread of a particular doctrine or a system of principles. Propaganda differs from "education" in that the aim is to spread one doctrine, whereas in the case of the latter, the aim is to extend a knowledge of the facts as far as known.

The aim of propaganda, Professor Strong goes on to explain, is to develop sentiment and then precipitate action through suggestion. Theoretically any emotional element can be associated with any specific line of action. Thus, the correspondence school arouses the boy's love for his mother and challenges him to make her proud of him, and "funnels" the emotional desire into taking a correspondence course. The same appeal could be utilized to get young men to go to church, to quit gambling, to work harder for their employer, to enlist when war is declared, to do anything the boy could be made to believe his mother would approve of. We read further:

No logical connection needs to exist between the emotion which is aroused and the program which is outlined. Consider the propaganda for the Red Cross, an organization for which we are all enthusiastic. Because its work has touched our hearts a real sentiment has been built up about its name. So strong is this sentiment that one now finds himself unable to resist the request for annual dues. But my friends—I have asked several—and I do not know whether all the money that is now raised is really needed, nor how it is spent, nor whether the organization is efficiently administered or not. I am not saying this in the way of criticism: I am only pointing out that when one's emotions have been properly aroused one acts as directed and without intellectually considering the matter.

Now let us consider how propaganda may be controlled by society so that dishonest and pernicious campaigns may be prevented without interference to worth-while propaganda.

The matter of control can be discust in terms of these three questions: How far can propaganda be controlled in terms of the validity of the statements which are made? in terms of the action which is proposed? in terms of the emotional elements that are involved?

Society has long dealt with false statements and already has postal regulations, laws against slander, libel and the like. The Association of Advertising Clubs of the World carries on a steady campaign

Gone!

Mister Rat soon disappears when his menu includes—

RAT BIS-KIT
OR
RAT BIS-KIT PASTE

All druggists or general stores have it. 25c.

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30 Days' Free Trial Select from **44 Styles,** colors and sizes, famous **Ranger** bicycles. **Delivered free** on approval, express prepaid, at **Factory Prices.** You can easily Save $10 to $25.

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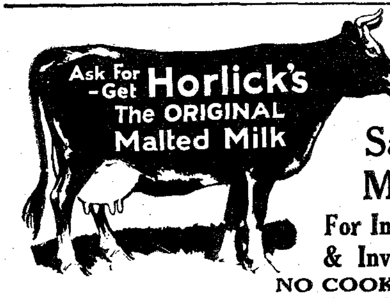

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against dishonest advertising, and has accomplished a great deal of good against this type of propaganda.

But, unfortunately, many undesirable propaganda will not fall under the class of propaganda publicly making dishonest statements. One very undesirable sort is spread by word of mouth. No one knows from whence it comes, and exactly what is back of it. Such word of mouth propaganda is fostered in times of emotional stress and particularly wherever people believe they are not being told all the facts. The best possible cure for it is publicity of the sort that makes people *believe* they are getting all sides to the question.

But in addition to this sneaking underhand propaganda there are all sorts of campaigns which are very undesirable, but which adhere technically to the truth. They can not accordingly be prosecuted for dishonesty. Some of them, however, give false impressions just the same. For a distributor of a food product to advertise that his goods contain no arsenic is to give the impression that the goods of at least one of his competitors do contain that poison.

Then there are other kinds of propaganda which deal with this subject in such a general way that no one can challenge their statement.

To require that propaganda contain truths and not falsehoods is a desirable regulation, but it will not stop undesirable campaigns.

Let us consider, second, to what extent propaganda can be controlled in terms of the action which is proposed.

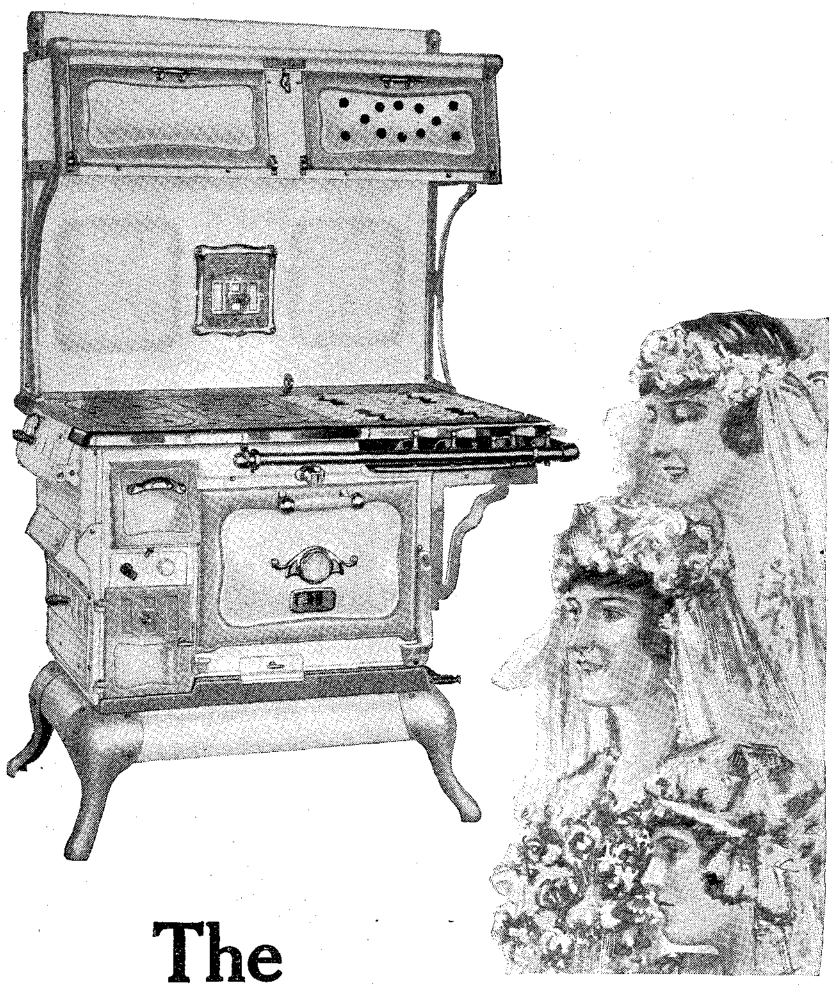
If the proposed action is that of buying, it is not difficult to evaluate the propaganda. But if the proposed action is that of giving money for some cause or charity, justification upon such grounds is far more difficult. Business men through their Chambers of Commerce in sheer defense are increasingly investigating such propositions, and in many places list the charities that they will countenance.

The establishment of bureaus whose business it is to investigate all organizations asking for funds renders it easier to determine whether any organization is desirable or not. Can society go farther here? Can society not only positively help worthy cause, but put the unworthy, inefficient or unnecessarily duplicating agency out of business? There is no question but that many individuals are being fooled every year and much money squandered through such non-worth-while causes. But at the same time, we must remember that most new uplift movements have encountered great opposition at the start, and to increase this opposition still more through the establishment of legal regulations may do society in the long run more harm than good.

But there is an entirely different type of response which some propaganda aims to accomplish. It is that where no definite act is suggested, but where public opinion is to be changed. To evaluate the propaganda in such cases, the entire program must be considered. And as individual members of a big movement emphasize different aspects it is very difficult to determine just what the movement stands for.

There is another very vexatious phase of this point. Can a propagandist be held responsible for the actions of his followers because he stirred them up originally? Shall propaganda be evaluated only on the basis of the actions that result or on the basis of the motives back of the propaganda?

Our law basically concerns itself with



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SCIENCE AND INVENTION
Continued

man's behavior and takes little account of motives. But a distinction is made between wilful murder and unintentional manslaughter. And a man can be convicted of murder if a person's death results within a year from his shooting at a chicken with intent to steal it. The intention to steal makes the accidental death murder. Here man is held responsible for the final results of his criminal intention in just about as far-reaching a manner as if he had inflamed another who then went out and murdered a complete stranger.

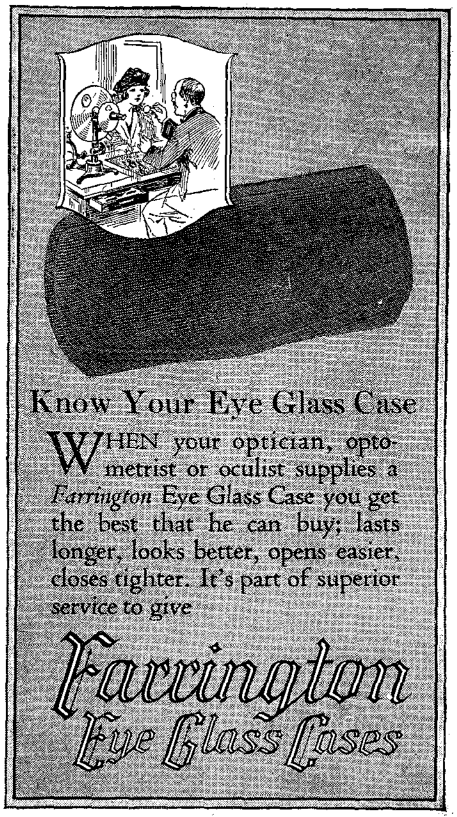
Now let us consider the third aspect of the subject—the element of aroused desire, the emotional background. Here is the real psychological problem. Take away the emotional element and society need have no fear of propaganda. For man is always very slow to act in terms of ideas alone. He does nothing until his emotions are aroused by a whirlwind speaker, or by personal injury.

At the present time the prospects do not appear over bright of controlling propaganda through regulation. There is, however, a method of weakening its influence, and that is by fighting one propaganda by another, or by general publicity. The trouble, however, with fighting bad propaganda by good propaganda, aside from the very practical consideration that the former is usually better equipped financially, is that seldom is the public supplied with facts upon which a real conclusion can be thought out.

MAKING GOLD AND OTHER THINGS

THE possibility of changing one chemical element into another has two aspects: first, the alteration as a mere laboratory experiment; second, its employment to produce something of value, as in "making gold" out of lead or mercury. The first seems to have been definitely established, not the second. *The Mining and Scientific Press* (San Francisco) notes editorially that to speak of "synthetic" gold presupposes that it consists not of one "element" but of several, the combination of which makes the metal. It is the value, of course, that excites popular imagination. A newspaper story that somebody has found a way to make "synthetic" gold was given currency, the writer goes on to say, by two persons generally reputed to have good sense—Irving Fisher, a professor at Yale, and Roger W. Babson, a press writer on financial affairs. Mr. Babson went so far as to suggest that there was one way which Germany might be in a position to pay her debts, and that was "to manufacture synthetic gold." To quote the editorial:

He added, as if to give substance to his fancy: "Private advices have been coming to me for some time that German chemists are diligently working to discover some method for making synthetic gold. . . . Reports indicate that a process has already been discovered for the making of gold from quicksilver, the only difficulty being that the present process costs more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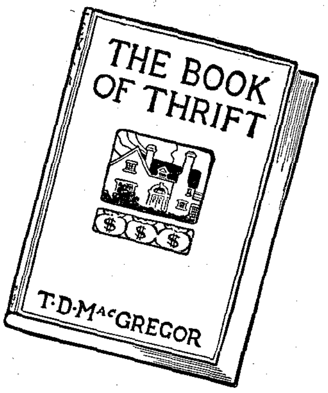

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than the product is worth." That's the rub. One can make diamonds out of graphite, but the game is not worth the candle. Professor Fisher is reported to have visited the alleged inventor, who said that he submitted samples of his artificial gold to the Reichsbank in 1917 and "they had found it to be real gold." We quote from a statement made by Professor Fisher at Berlin on January 30, "But," adds the Professor, "a distinguished German scientist tells me that the man is a fraud and has a prison record."

So this nine-day bubble has been pricked; but not before the U. S. Geological Survey issued a formal report stating that there was no occasion to fear the production of artificial gold. The truth, as any chemist knows, is that some elements are being transformed continuously, and without human interference, into other elements. These substances are all radio-active, the energy made available during transmutation being about one million times more than could result from a similar weight of any other material. For example, it has been noted that uranium and thorium undergo a slow change of this character, with lead as the final product. So far no scientist has been able to delay or to accelerate this natural transformation. In time this may be accomplished, but at present it would appear that were it possible artificially to transmute lead into gold the energy required would involve a cost out of all proportion to the value of the precious metal produced. Should such a change be controllable eventually by human intervention, it is probable that the transmutation of gold into base metal would be more profitable as a commercial venture than would a change involving the opposite reaction, because of the immense amount of energy made available during the transmutation.

What has really been done in the laboratory, in the way of turning one chemical element into another, and of proving that the elements may be built up of a single basic substance, probably hydrogen, is described in Science Service's *Science News Bulletin* (Washington), quoting a talk made to the Chemical Society of London by Prof. Sir Ernest Rutherford of Cavendish Laboratory, Cambridge, who has gone farther than any other man toward realizing the old dream of the alchemists. We are as far off as ever from the making of gold out of lead, says the *Bulletin*, but experiments by Professor Rutherford have shown that it is possible to get hydrogen out of nitrogen and from at least five other elements, boron, fluorine, sodium, aluminum and phosphorus. These experiments have given us an entirely new idea of the structure of the atom. As Professor Rutherford says:

> Since the development of the atomic theory on an experimental basis by Dalton, the progress of chemistry has been based on the central idea of the permanency and indivisibility of the atoms of the elements. The whole experience of chemistry for nearly a century has shown clearly that it was impossible to break up the atoms of the elements by the application of ordinary chemical and physical processes. This idea has had to be modified to some extent by the rapid growth of our knowledge during the last twenty years of the inner constitution of the atoms. It is now gener-

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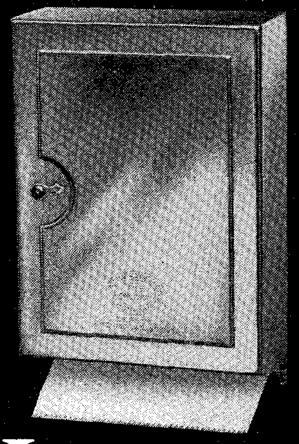

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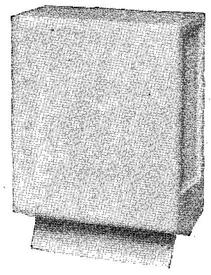

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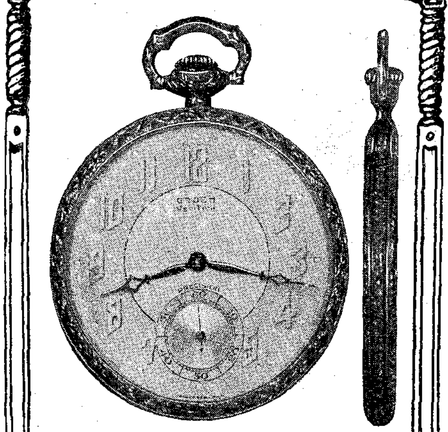

JUST as any piece of work must reflect something of the spirit of its maker, so do these watches reflect the Gruen Guild spirit of fine craftsmanship—the same spirit that exalted the masters of the ancient Guild of Watchmakers.

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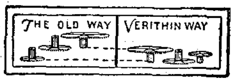

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SCIENCE AND INVENTION
Continued

ally accepted that the atoms of the different elements have all the same general type of structure. At the center of the atom is a positively charged nucleus of minute dimensions which is responsible for most of the mass of the atom. This is surrounded by a distribution of electrons held in equilibrium by the forces from the nucleus.

By the action of light and electrical discharges, we can readily remove one or more of the external planetary electrons from the atom, while by the action of X-rays we may even eject one of the more strongly bound electrons of the system. In this way we can effect in a sense a transformation of the atom, but it is merely a temporary one, and a new electron is soon captured from the outside and the atom is as before. The general evidence indicates that even if a number of the planetary electrons were removed by suitable agencies, the stability of the nucleus would not be disturbed and the atom would in a short time regain its original structure. In order to effect a permanent change in the atom it appears to be necessary to disrupt the nucleus itself. When once a charged unit of the nuclear structure is removed, the nuclear charge is altered permanently, and there is no evidence that this process is reversible under ordinary experimental conditions.

The discovery of the instability of the radioactive elements was the first severe shock to the idea of the permanency of all atoms. This radiating property is, however, confined mainly to the two heaviest elements, uranium and thorium, and their long series of descendants, and is shown only by two other elements, potassium and rubidium, and then only to a minor extent. Apart from these exceptions, the great majority of the atoms appear to be highly stable structures and to remain unaltered under ordinary conditions in this earth for periods of probably thousands of millions of years.

The property of radioactivity belongs to the nucleus and is shown generally by the emission of a swift particle or helium nucleus and occasionally a swift electron from the nucleus. The number and velocity of emission of these particles appear to be quite uninfluenced by the most powerful physical or chemical agencies and to be an inherent property resulting from the instability of these very complex nuclei.

These results show clearly that the nuclei of heavy atoms contain both positively charged helium nuclei and negative electrons, and lead to the general view that the complex nuclei of all atoms are built up of hydrogen and helium nuclei and electrons. It is also generally supposed that a helium nucleus itself is a secondary unit composed of four hydrogen nuclei and two electrons. If this be the case, we may suppose the nuclei of all atoms to be composed ultimately of hydrogen nuclei, or protons as they have been termed, with the addition of negative electron.

It is probable that the forces which bind together the components of the nucleus are exceedingly powerful and that consequently a large amount of energy will be required to disrupt its structure. The swift alpha particle from radium and thorium, which is by far the most concentrated source of energy known to us, seems the most likely agent to succeed in an attack on the strongly bound nucleus. The alpha

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> The terminal is controlled by the board of State harbor commissioners, which has charge of all the waterfront of San Francisco. The facilities include wharfs, with water deep enough to accommodate any vessel which has at yet appeared on the Pacific, warehouses, pipe-lines, spur tracks connecting with all the transcontinental railroads entering San Francisco, and a tank barge for use for transfer of oils from steamers to wharfs. The facilities for receiving, storing and distributing the oil and copra at this terminal will compare favorably, and in some features are in advance of those of the larger ports of Europe, over whose wharfs, prior to the war, millions of pounds of copra and millions of cases of vegetable oils passed annually.
>
> The warehouses, which have a capacity of 1,000,000 cases of oil, have concrete floors and sumps for the storage of oil in any form of container. In addition to these warehouses, space is provided for the storage of an unlimited quantity of oil in the yards and on the open wharfs, to which the cases and barrels can be unloaded direct from the ship.
>
> San Francisco vegetable oil and copra importers have been granted first privileges on the long-term leasing of a large area adjoining the terminal, and they have erected tanks for their own use of a total capacity of about 5,000 tons, with more being erected. Oil from these tanks may be unloaded direct into tank cars for immediate transfer to any railroad, while from the terminal wharfs it can be handled direct to inland, coastal, intercoastal, or ocean-going vessels. The system of distribution has been worked out with a comprehensive view to coordination of rail and water transportation facilities in a manner not before attempted in any publicly owned storage and distribution plant on the Pacific coast.

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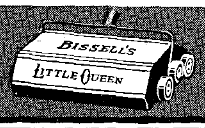

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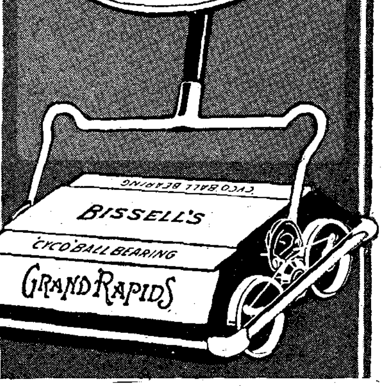
There are other models as low as $4.50. Toy sweepers 25c and up. Delight the kiddies and teach tidiness.

All prices slightly higher in West, South and Canada. At dealers everywhere. Booklet on request.

Put Your Sweeping Reliance on a
Bissell's Appliance

BISSELL CARPET SWEEPER CO.
236 Erie St., Grand Rapids, Mich.
Oldest and Largest
Sweeper Makers



PERSONAL

My message to you, Page 61, British Empire Issue, Literary Digest, March 11, not answered. Holding offer open. Act promptly—C. A. M.

Make Your Garden A Wonder Garden

It's easy. Market growers know the secret. Follow it and have the largest crops of fruits and vegetables, an abundance of the biggest and sweetest scented flowers of the most intense and vivid colors. Here is the secret!

The better grades of commercial fertilizers contain only 3 to 5 per cent nitrogen; 6 to 10 per cent phosphoric acid and 3 to 5 per cent potash, combined in material that has no fertilizing value. Most fertilizers are far below this average.

Science has produced a tablet, rich in plant food, containing 11 per cent nitrogen; 12 per cent phosphoric acid and 15 per cent potash—clean and odorless.

For crops in rows, set the tablets a food apart along the row.

Three tablets, one every ten days, in the hills make Cucumbers, Squash, Melons and vines fairly jump.

In Flower Beds and Borders, place tablets a foot apart.

For Bush Fruits and Shrubbery, use three to five tablets, placed in the soil about each plant.

Fruit or Ornamental Trees, place tablets two feet apart, extending from the trunk as far as the longest branches.

Fine also for greenhouse benches and pot plants.

Four tablets dissolved in a gallon of water, used in place of liquid manure, is less trouble and gives better results than objectionable manure water. Makes velvety lawns.

Each tablet contains highly concentrated, immediately available plant food. They increase production, heighten color and improve quality. *Their use is highly profitable.*

The name of the tablet is Stim-U-planT. No matter how fertile the soil, Stim-U-planT is effective in feeding and forwarding crops. Market Gardeners use them in large quantities. Order by name—there is no substitute.

Price delivered: 100 tablets, 75 cts.; 1,000 tablets, $3.50.

If your dealer hasn't it, order from the makers—

EARP-THOMAS CULTURES CORPORATION
80–84 Lafayette St., New York

SCIENCE AND INVENTION

Continued

equipped vegetable oil terminal, storage and warehouse plant on this continent, and importers of both vegetable oils and copra look forward to a steadily increasing demand for this class of raw products, a demand which will be the more easily filled because of the excellent storage and distribution facilities offered by the new terminal. For years Europe had controlled the sources of supply of foreign vegetable and animal oils, ports like Marseilles, Hamburg, Liverpool and Rotterdam having a movement of millions of pounds yearly.

These oils not only enter in a basic way into the making of glycerin for explosives, but many advances made in the hydrogenation and other process applied to vegetable oils make them valuable for their use as food substitutes. In addition to this, they are used in the manufacture of laundry soap, paints, varnishes, printers' ink, imitation rubber fabrics, linoleum, leather tanning, tin plate cooling, core oil in castings, and other industrial and manufacturing purposes.

Customs figures show that the principal vegetable oils of the $40,000,000 worth imported through San Francisco last year were cocoanut, China wood, peanut, linseed, soya bean and rape seed. There were smaller imports and distributions of perilla oil, from Manchuria, and kindred types of oils.

INFECTED GERMS?

DISEASE germs not only infect, but may themselves be infected, according to a French bacteriologist, Dr. F. d'Herelle. In other words, certain bacteria have their own microscopic parasites, causing diseases of their own, of which they may perish, to the great benefits of the animals that they themselves have infected. We might, of course, have suspected these facts from the classic verse about fleas having smaller fleas to bite 'em. Whether discovery will verify the sequel and proclaim that the infective processes go on *ad infinitum,* time alone will show. A full exposition of the doctor's views may be found in a monograph of the Pasteur Institute in Paris, whose French title may be translated, "The bacteriophage, its rôle in immunity." The name given by Dr. d'Herelle to his parasite of a parasite is from the Greek *phagein,* to eat, so that he has called it "the bacteria-eater." We quote as follows from a review in *The British Medical Journal* (London), which says:

> The book begins with a statement of the fundamental experiment on which the theory of the bacteriophage is based. D'Herelle believes that he is dealing with an ultra-miscroscopic parasite of bacteria, so small that it will pass through the finest filter. This "bacteriophage," as he calls it, can only thrive on living bacteria, in the substance of which it grows and multiplies, becoming more and more virulent.
>
> The first half of his book purports to describe the manner of life of this ultra-miscroscopic parasite, and relates the method adopted for estimating its activity, the distinguishing features of its cultures,

HOW TO MAKE YOURSELF
WORTH MORE
Through
APPLIED PSYCHOLOGY

ANOTHER MAN started even with you in life, no richer, no more talented, no more ambitious. But in the years that have passed he has somehow managed to move far ahead. What is the secret of it? Why should he, apparently, have the power to get so easily the things he wants while you must work so hard for all that comes to you?

Another woman, madam, no more able than yourself, has the good gifts of life fairly thrust into her hands. You have compared yourself to her and questioned what there is in her character and talents that you somehow lack.

Learn the Reason from Science

Scientists have found the secret. They can show you how you too can obtain the better things of life. How you can arouse the hidden powers of your mind and make them bring you more influence, a larger income, greater happiness.

Human intelligence acts and reacts according to certain laws known as the Laws of Psychology —"organized common sense." Either by instinct or by study some individuals master these laws. To them the minds of their associates become like fine instruments on which they can play at will. They have but to set the train of circumstances moving and await results. In other words—*they apply Psychology.*

No Longer the Dream of Theorists

To-day we see Psychology studied by the business man and its principles applied to the management of factory and office. We see men in every profession, as well as those in many lines of industry and business, applying Psychology to their personal occupations, and from the benefits derived from it greatly increasing their incomes, enlarging the scope of their activities, rising to higher positions of responsibility, influence and power.

APPLIED PSYCHOLOGY

Direct Method to Attain Success

Recognizing the need for a popular understanding of its priceless truths, an organization was founded by Mr. Warren Hilton some years ago to coordinate the principles of Psychology and apply them to every-day life—thus the Society of Applied Psychology came into being. Among the members of the Advisory Board, who also contribute to the Society's literature, are such well-known men as Henry A. Buchtel, D.D., LL.D., Chancellor, University of Denver, former Governor of Colorado; Hudson Maxim, D.Sc., Inventor and Mechanical Engineer; George Van Ness Dearborn, M.D., Ph.D., Psychologist and Author; Harry S. Tipper, Chairman, National Educational Committee, Associated Advertising Clubs of the World, and others.

Because of the very great value of the Society's Basic Course of Reading to the average man and woman *The Literary Digest* is cooperating to bring it within the means of every earnest seeker for self-betterment.

FREE "HOW TO DEVELOP YOUR POWER OF ACHIEVEMENT"

A compelling booklet packed with information on such topics as: Psychology Reduced to Easy Simple Language; How to Apply Psychology in Salesmanship; in Public Speaking; in Retail Selling—Psychology Applied by the Professional Man—Your Undiscovered Resources—Source of Will Power—How to Avoid Worry—How Ideas are Created—The Ability to Read Men, etc. Sign and mail coupon and you will also receive full particulars of the Society of Applied Psychology, and what membership in it will mean to you.

THE LITERARY DIGEST
354-360 Fourth Avenue, New York City

Please send me by mail, the free booklet, **"How to Develop Your Power of Achievement."**

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and the influence of the reaction of the medium on its growth. An account is given of the effect of antiseptics on the life of the parasite and the manner in which it behaves in suspensions rich and poor in bacteria. The bacteriophage, we are told, exerts its action through the agency of a powerful ferment which it secretes. The author has watched infected bacteria under the microscope, and describes how they assume a spherical form and finally rupture, liberating the enclosed bacteriophages. Bacteria develops protective processes against these intruders in the same way that human beings develop anti-bodies against bacteria. Resistant bacterial races are described, the acquired resistance being associated with altered morphology and culture characteristics. To make the analogy complete, there are even bacterial carriers of the bacteriophage!

The second half of the book deals with the part the bacteriophage is believed to play in immunity. Here we are presented with even more revolutionary ideas. In the early stages of an infection, d'Herelle assures us, our chances of recovery depend on the presence of this enemy of bacteria. If the bacteriophage is present the bacteria are attacked and destroyed; if absent, the bacteria multiply and cause disease. The human body is no more than the battle-field where the struggle rages between bacterium and bacteriophage. It is only in the later stages of disease that the anti-bodies developed by the human subject play any part, for they take many weeks to appear. The ups and downs of an illness are an indication of the fortunes of the rival forces. In an epidemic, also, the disease dies down and disappears because of the triumph of the attendant bacteriophage. Unfortunately, we are not able to fortify ourselves by keeping a stock of well-disposed bacteriophages ready at hand in case of an illness. Injected into the body they are eliminated at once, for they are only able to live on living bacteria. Still it is comforting to reflect that the bacteriophage is very abundant throughout the natural world and is as likely to gain to an entrance as is a pathogenic bacillus.

From an editorial in the same issue of the *Journal* we gather that tho there has been ample confirmation of d'Herelle's experiment, few investigators are prepared to accept the explanation that the changes are due to a bacterial parasite. Kabeshima, a Japanese experimenter, has shown that d'Herelle's "bacteriophage" can withstand a temperature of 70° C., and he concluded that he was dealing with an agent produced by the patient as a protective mechanism. Says the writer:

> The hesitation displayed by other scientific workers in accepting the bacteriophage theory d'Herelle likens to the incredulity with which the scientific world received Pasteur's explanation that fermentation is due to the action of living cells. D'Herelle would have no difficulty in making us all his disciples if he produced evidence as convincing as that advanced by his great fellow countryman. The subject deserves attention because of the practical questions involved. If we are dealing with ferments secreted by cells, then such agents may be valuable allies in ridding the system of bacteria. If, on the other hand, the effects are produced by living parasites, then we are in the presence of an unexplored world of life, and perhaps a form of life different from any we have yet known.

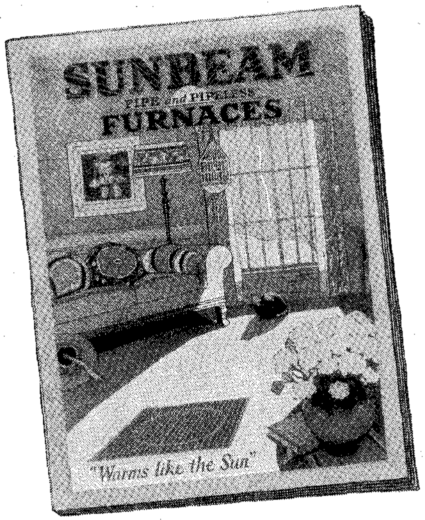
This book shows a way to prevent so much money from going up the chimney

IT costs nothing; it is well worth reading. The coupon will get it for you.

It explains why Sunbeam Pipeless Furnaces are so astonishingly economical to buy and to operate.

It shows how, with just one register, the Sunbeam can heat a given number of rooms more evenly, more healthfully and with one-third less fuel than stoves or fireplaces.

The Sunbeam is made on a quantity-production basis by one of the oldest and largest furnace manufacturers in the country; therefore, it can be sold at such a surprisingly low cost.



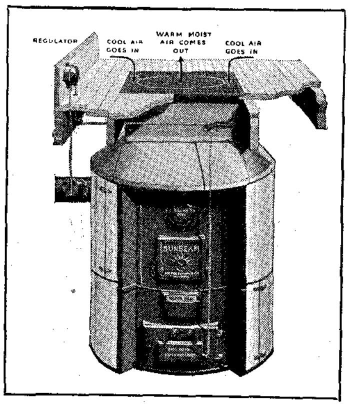
All parts are accurately fitted by a process which makes them leak-proof and are made so much over-size that a Sunbeam will practically never wear out.

The Sunbeam burns any kind of fuel. It quickly takes the chill off your house in the brisk days of early fall; it maintains an even temperature of warm, moist air in every room, even in below-zero weather. A Sunbeam will warm the most isolated room in the house so that you can dress in comfort on the coldest winter morning.

It takes only one working day to install a Sunbeam; and there is no muss or dirt. Its economy of fuel will be apparent from the first day.

Think *now*, of saving ⅓ your fuel next winter. And think of the wet, disagreeable days still to come this spring. Why wait for winter to save fuel; why not begin at once?

SUNBEAM
PIPE *and* PIPELESS
FURNACES



"Warms like the Sun"—heating the entire house with one central register

AS EVERYONE KNOWS, warm air rises and cold air falls; that is the simple principle upon which Sunbeam Pipeless Furnaces work. Heated air, mixed with vapor, rises through the central compartment of the large register placed in your hall or living room. A constant, gentle circulation of warm, moist air at an even temperature is maintained in every room; the cool air of the house being drawn down through the outer compartment of your register, heated, and sent upward again.

Owners tell us that their Sunbeams save ⅓ on the cost of fuel. See your local Sunbeam dealer.

The FOX FURNACE CO.
Elyria, Ohio.

No obligation—so send the coupon
Find out how little it will cost to install a Sunbeam, how much you will save in fuel and how much you will gain in comfort. Just tear off this coupon and mail it today.

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THE FOX
FURNACE CO.,
Elyria, Ohio

Gentlemen:
Without obligating me in any way, I would like to learn more about heating my home, and the Sunbeam Furnace. Also, please mail me a copy of your "SUNBEAM BOOK."

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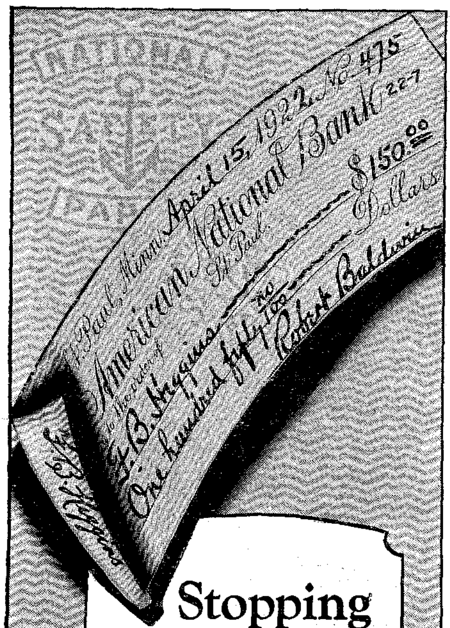
NATIONAL SAFETY PAPER
St. Paul, Minn. April 15, 1922 No 475
American National Bank 22-7
St. Paul
F. B. Higgins
$150.00
One hundred fifty no/100 Dollars
Robert Baldwin

Stopping check fraud

Ever since George La Monte invented National Safety Paper in 1871, the dangerous plain-paper check has been gradually disappearing from circulation, and losses through fraudulent alteration have been correspondingly reduced.

Over 70% of the banks in our largest cities, and thousands throughout the country, use checks on

National Safety Paper

National Safety Paper not only prevents "raising" the amount, but also protects the payee's name, number, date and endorsements.

Any attempt to alter the writing with chemicals, eraser, or knife, produces a glaring white spot in the paper.

Ask your bank for checks on National Safety Paper, or specify them to your printer. Look for the wavy lines.

Write for our book "The Protection of Checks"

George La Monte & Son
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INVESTMENTS AND FINANCE

THE SLOW RECOVERY OF AGRICULTURE IN EUROPE

WHEN the farms of Europe can be restored to a normal productivity, an important step toward the restoration of the world's economic and political balance will be reached. This will have its effect here, altho from the standpoint of our farmers the decrease in foreign demand for our agricultural products will not be entirely welcome. Not long ago the National City Bank of New York made the prediction that "in Europe, outside of Russia, agriculture will be back in 1922 almost to normal productivity." But Prof. A. E. Taylor of Leland Stanford University believes that this is altogether too optimistic and he writes the bank to that effect. Professor Taylor surveyed agricultural and nutritional conditions in Europe in 1920-21 for the American Relief Administration. As his letter is quoted in the National City Bank's April bulletin:

> Agriculture can not be back to the normal in 1922, for a number of reasons. The count of animals is gradually being restored, but lack of purchasing power prevents Europe from importing a volume of feeding stuffs necessary to bring the productivity of each animal, in edible products, up to the pre-war level. The average milch cow and the average slaughtered steer and pig in Europe yields much less in weighed products than before the war and this will not be restored in 1922. Sugar production will not be restored in 1922. The production of bread grains will be restored in 1922, barring crop failure. The production of fruits and vegetables will probably be normal, barring crop failure. Potatoes, rice and maize will be normal, barring crop failure. But if you will take the calories produced in 1921, contrast them with 1920 and 1919 and analyze the position, you will find your prediction for 1922 unduly optimistic.
>
> Nearly every one overlooks one reason for Europe's ability to limit her imports. She mills her bread grains differently than before the war. The average extraction of flour before the war was about 72% for wheat and 76% for rye. A great deal of wheat and rye are now milled to 85% and 90%. This means that much less bread grains are required to produce a certain bread ration. It also means that domesticated animals are deprived of the corresponding amount of mill feed. The purchasing power of wheat is falling even more rapidly than the purchasing power of wheat in this country is rising. Europe will reach a relative agricultural equilibrium during 1922; but it will not reach the normal level at that time. It will be of great advantage for her to reach a new equilibrium between agricultural products, even tho the level be below that of the pre-war period. This new equilibrium between agricultural products will be accompanied by a new equilibrium in a somewhat subnormal standard of living, especially for Central and Eastern Europe. Certainly prices are not going back to war figures; but certainly they are not going back to pre-war figures.

WHAT TO DO WITH OUR VICTORY BONDS

THE thousands of holders of Victory notes now are faced with the necessity of making the choice whether to hold them until they mature next spring—unless the Government decides to exercise its privilege in calling them in whole or in part on December 15, next—or to sell them now at a premium and reinvest to an advantage. And in case of deciding not to hold them there are also two alternatives, as the New York *Evening Post* notes in its investors' columns:

> Either the sale of the Victory notes and reinvestment of the proceeds in another Government security or some other class of bond, or acceptance of the Treasury Department's offer to exchange for the Victory 4¾'s an equal par value of Treasury notes paying 4¾ per cent. interest and maturing in four years. Considering the premium at which the Victory 4¾'s are now selling, the yield on the new Treasury notes would be about 4.60 per cent. This compares with a yield of 4.55 on third Liberty 4¼'s, due in 1928, and a yield of 4.46 on fourth Liberty 4¼'s, due in 1938. The Treasury offer is purely a refunding proposition that is likely to spur the Victory note holder to a definite decision.

If long-term investment is wanted, the only thing to do, according to the New York *Tribune's* investment editor, is to sell the Victory notes now and reinvest in sound long-term municipal, railroad, utility or industrial bonds or other securities yielding a fair rate of interest. Those who would prefer to keep their funds in Government securities are reminded by a bond house specializing in Government securities that there will doubtless be opportunity to subscribe for additional issues of Government bonds or notes during the current year. As we read in a recent bulletin of C. F. Childs and Company:

> Six and one-half billion dollars of debt must be met within one and a half years. That involves an operation exceeding in volume the total issue of the First and Second Liberty Loans. New issues in some form must provide for fully $700,000,000 before December 31st to redeem maturing War Savings Certificates, and other new issues must provide for fully $2,200,000,000 before the end of the year to redeem outstanding Treasury Certificates. Following that certain action we will have only five additional months to complete the refunding into new issues of fully $3,500,000,000 Victorys which mature fifteen months hence. Each and all of these flotations and the rates and maturity dates affixt to them will directly concern the market for outstanding Liberty Loans. When the task is finished we are confident it will stand as a heroic masterpiece of peace-time financing.

WHAT FINANCIAL LONDON THINKS OF OUR FINANCIAL ALOOFNESS

IN one of his London dispatches to the financial section of the New York *Evening Post,* Mr. Arthur W. Kiddy, the well-known London financial writer, tries to give "the exact and impartial views of the financial district" concerning the apparent aloofness of the United States with regard to Europe's economic situation. In so doing he calls for cooperation between the United States and Great Britain for the benefit of the less fortunate Continent. As Mr. Kiddy speaks for the financiers of London:

> Having regard to our readiness and ability to settle our debt to you, we feel that we have a right to rank with you toward the whole problem as a fellow-creditor nation. Starting on that basis, we regard the situation of all debtors, excluding ourselves, but including German reparations, as calling for strong and skilful treatment by lending countries like you and us, the object being to recover as much as may be possible of the original debts and also to restore at the earliest moment international trade. Failing this, further losses must be added to old debts.
>
> It is considered, however, that such skilful treatment is impossible unless the two chief creditors cooperate in dealing with the situation. It is difficult to express the matter in a brief cable, but I trust that I have made it clear that I am entirely thinking of business arrangements and not of sentimental forgiveness and the breaking of contracts. Moreover, I must again insist, in order to prevent the danger of misunderstanding, that the whole argument is based on Britain's fully performing her own obligations to you; otherwise, of course, the whole argument collapses.
>
> The action of your Senate with regard to Austrian assets is highly appreciated, and it is considered that this marks the first hopeful development in the European situation in some years. If Austria is now handled skilfully, the incident should react beneficially on other parts of Europe.

NEW CONSTRUCTION WORK AS A SIGN OF RAILROAD IMPROVEMENT

GENERAL talk of improvement is all very well, but there is real significance, we read in the New York *Journal of Commerce,* in figures presented by *The Railway Age* showing that there is more construction work actually under way or projected for 1922 by the railways than there has been for several years. Public announcement has already been made, says *The Railway Age,* of the construction of more than 500 miles of new lines this year, and contracts have already been let for at least half of this. A partial list of important projects definitely authorized is given by the railroad organ and is, in its opinion, "sufficient to demonstrate conclusively that the railways are viewing the future with more optimism."

"Attention is called, for instance, to an extension of 55 miles on the Atchison, Topeka & Santa Fe from Satanta, Kansas, west, and a line 40 miles long from Pawhuska, Okla., to Owen, which are understood to be the first of several projects

The New
Oakland
Six

A Short Talk to Ten Million Car Owners

You are interested in the automobile industry. You follow its progress, its new achievements. Therefore you are bound to be interested in the Oakland Six-44.

This New Oakland Six in a few short months has won wide approval. Owners attribute this to its wonderfully dependable overhead-valve six-cylinder engine; to its remarkable reliability; its endurance, smooth performance, and striking new body lines.

Have you studied this car closely? Have you learned of its flexible, dependable, economical performance—backed by the unparalleled 15,000 mile written guarantee? Give the matter careful thought. We believe you will agree that the New Oakland Six is an unequalled six-cylinder value at an astonishingly low price.

PRICES

Chassis	*$ 895*
Roadster	*1120*
Touring Car	*1145*
Sport Car	*1265*
Coupe	*1685*
Sedan	*1785*

At Factory

Oakland Motor Car Co., Pontiac, Mich.
Division of General Motors Corporation

Oakland's Economy Records are Unparalleled

Oakland 6-44

INVESTMENTS AND FINANCE
Continued

which this road has in contemplation." Six other extensions of lines in the West and South are noted, also double tracking projects by the Santa Fé, the Great Northern, the St. Louis-San Francisco, the Alton, and the Illinois Central.

Important shops or terminals are to be built by the Père Marquette, the Missouri, Kansas and Texas, and the Erie. The Illinois Central is planning to spend $8,500,000 on reconstructing its bridge across the Ohio at Cairo, Ill. The New York Central is planning a new bridge over the Hudson below Albany, and will spend half a million in eliminating grades through North Tonawanda, New York. The Lackawanna is reported to be planning to spend $5,000,000 for electrification in Pennsylvania.

We are reminded by occasional items in the financial press that there is a large railroad equipment demand just now. A number of important equipment-trust issues have been floated of late. According to *The Wall Street Journal*, the volume of railroad equipment orders now pending is larger than at any time in years. Orders for 40,000 freight cars are to be let in a few weeks. Demand for locomotives is also showing signs of revival. It is pointed out that:

> Prices for all equipment are considerably below 1919-1920 levels. Box cars that sold for $3,000 in 1920 are now being contracted for at about half that price, while cost of locomotives has dropt from high of 25 cents a pound to around 15 cents.

STATEMENT OF THE OWNERSHIP MANAGEMENT, ETC.

Required by the Act of Congress of August 24, 1912, of "THE LITERARY DIGEST"
Published weekly at New York, N. Y.
For April 1, 1922.

State of New York }
County of New York } ss.

Before me, a Notary Public in and for the State and county aforesaid, personally appeared Wm. Neisel, who, having been duly sworn according to law, deposes and says that he is the Secretary of the Funk & Wagnalls Company, Publishers of THE LITERARY DIGEST, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption required by the Act of August 24, 1912, embodied in Section 443, Postal Laws and Regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are:

Publisher, Funk & Wagnalls Co., 354 4th Ave., N. Y. City.
Editor, Wm. S. Woods, 354 4th Ave., N. Y. City.
Managing Editor, Wm. S. Woods, 354 4th Ave., New York City.
Business Managers, The Board of Directors of Funk & Wagnalls Co., 354 4th Ave., New York City.

2. That the owners are: (Give names and addresses of individual owners, or, if a corporation, give its name and the names and addresses of stockholders owning or holding 1 per cent. or more of the total amount of stock.)

Funk & Wagnalls Co., 354 4th Ave., New York City.
Cuddihy, Robert J., 354 4th Ave., New York City.
Cuddihy, E. F., 354 4th Ave., New York City.
Funk, E. M., 354 4th Ave., New York City.
Funk, Wilfred J., 354 4th Ave., New York City.
Funk, Wilfred J., and Scott, Lida F., as Trustees for themselves and B. F. Funk, 354 4th Ave., New York City.
Neisel, C. L., 354 4th Ave., New York City.
Scott, Lida F., 354 4th Ave., New York City.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent., or more of total amount of bonds, mortgages or other securities are: None.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company, but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees hold stock and securities in a capacity other than that of a bonafide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

WILLIAM NEISEL, Secretary of FUNK & WAGNALLS COMPANY, Publisher and Owner.

Sworn to and subscribed before me this 1st day of April, 1922.

[Seal]
ROLLO CAMPBELL,
Notary Public.

(*My commission expires* March 30, 1924.)

NEW-SKIN

For Cuts and Scrapes

New-Skin forms a covering that protects while nature heals.

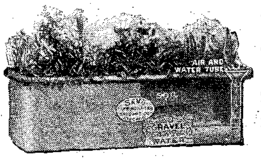
Cleanse the injured part and apply New-Skin. It never "gets in the way". The film that is formed is transparent and so flexible that it bends easily if on knuckles or joints.

15c. and 30c. *At all Druggists*

NEWSKIN COMPANY
NEW YORK TORONTO LONDON

"Never Neglect a Break in the Skin"

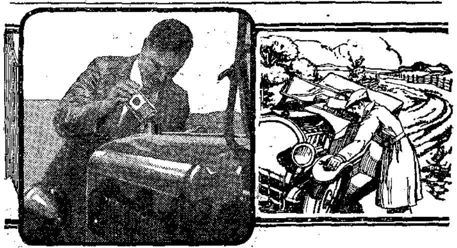
SAVO FLOWER AND PLANT BOX



Self-Watering and Sub-Irrigating. For Windows, Porches, Sun Parlors, Etc.

You can move Savo Steel Boxes indoors or out and have beautiful Flowers and Plants the year round. Leak-proof and rust-proof. Six sizes. Write for Free Catalog.

SAVO MFG. CO., Dept. "L," 111 W. Monroe St., Chicago



Miracle No. Two

Fast running on rutty roads loosened radiator. Bad leak developed requiring frequent refilling. Owner saved expensive repair bill by simply pouring into radiator contents of 75c can of

RADIATOR NEVERLEAK

Repair has been made permanent. No bother, no delay, no big expense. Radiator Neverleak sold on strict money back guarantee. Cannot harm radiator. Carry a can for emergency. If your dealer can't supply, send 75c for full size can.

RADIATOR NEVERLEAK
A LIQUID COMPOUND

Buffalo Specialty Co.
Buffalo, N. Y.

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CURRENT EVENTS

FOREIGN

March 29.—Four prisoners are killed and ten wounded when Red Guards fire into a crowd attempting to prevent confiscation of church treasures in the province of Ivanovo-Boznesensk, Russia.

Armed men hold up the staff of the *Freemen's Journal* in Dublin, destroy the presses and set fire to the building. A special constables' patrol runs into an ambuscade of Republican army men on the Armanagh-Monahan line, and three of the constables are killed.

The International League of Red Cross Societies moves headquarters from Geneva to Paris and decides to permit membership of all countries, regardless of their attitude during the late war.

The famous shrine of Ste. Anne de Beaupre in Quebec, Canada, is destroyed by fire, with a property loss of $1,200,000.

March 30.—A peace agreement providing for their mutual cooperation to prevent further disorders and bloodshed is signed by Michael Collins, head of the Irish Free State Provisional Government, and Sir James Craig, Premier of Ulster.

The German Reichstag passes a resolution declaring the demands of the Reparations Commission to be intolerable.

March 31.—The Turkish Government of Constantinople accepts, with certain reservations with regard to Thrace, the Allied Foreign Ministers' suggestion for a truce between the Greeks and Turkish Nationalists in Asia Minor.

April 1.—Former Emperor Charles of Austria-Hungary dies in Funchal, Madeira Island, where he had been exiled.

April 2.—More than 3,000 Irish Free State troops defy their Free State commanders in Dublin, and in a public demonstration take an oath of allegiance to the republic and renounce their loyalty to the Dail Eireann. Five men are killed and six children are wounded in Belfast.

Continuous earthquake shocks are felt throughout Serbia, and many homes are destroyed.

April 3.—Premier Lloyd George receives a vote of confidence on his Genoa Conference policy, by a vote of 372 to 94.

The Chamber of Deputies gives Premier Poincaré a vote of confidence by a vote of 484 to 78.

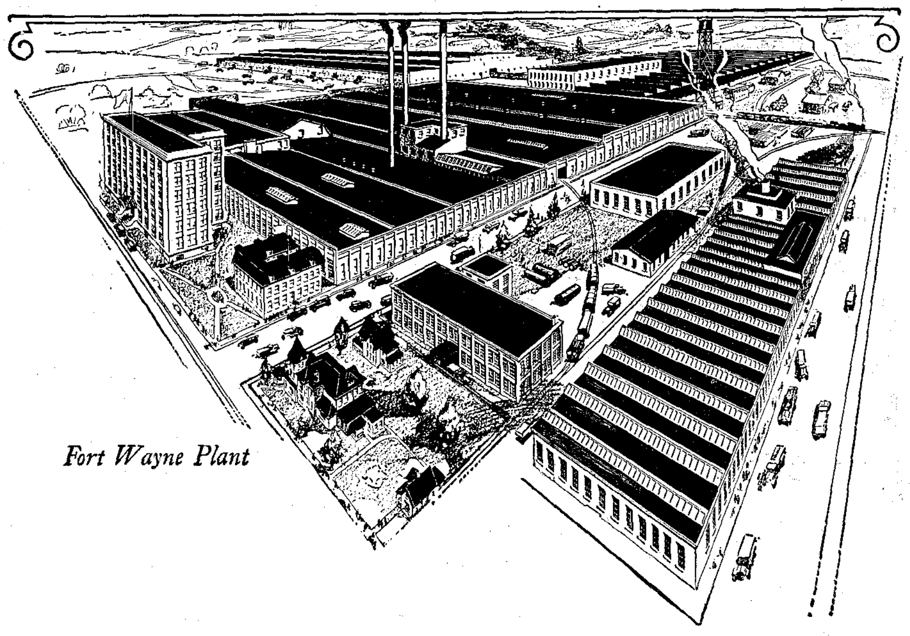
Dispatches from Vladivostok report a clash between Japanese troops and forces of the Chita Government, following a demand by the Japanese that the latter disarm. Eight of the Chita soldiers are reported killed.

A proclamation signed by 19 Royalists, headed by Count Albert Apponyi, declares that Otto, son of the late King Charles, is King of Hungary.

DOMESTIC

March 29.—The naval armament limitation treaty and the treaty restricting the use of submarines and poison gas in warfare are ratified by the Senate.

The House passes the army appropriation bill carrying about $280,000,000 to meet military and non-military



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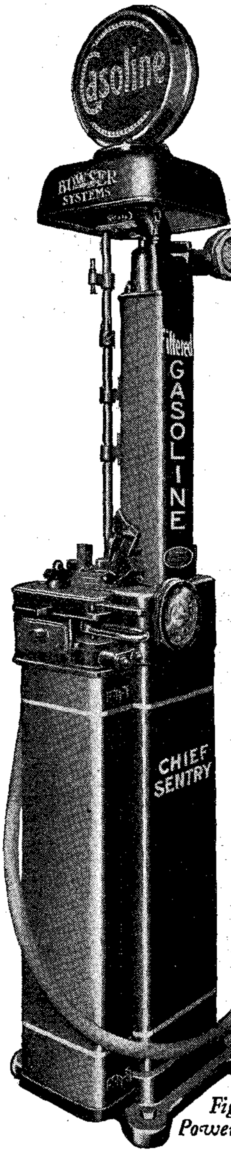

Fig. 99
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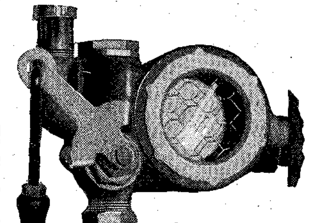

The customer sees, through the sight-glass, that the measure is full

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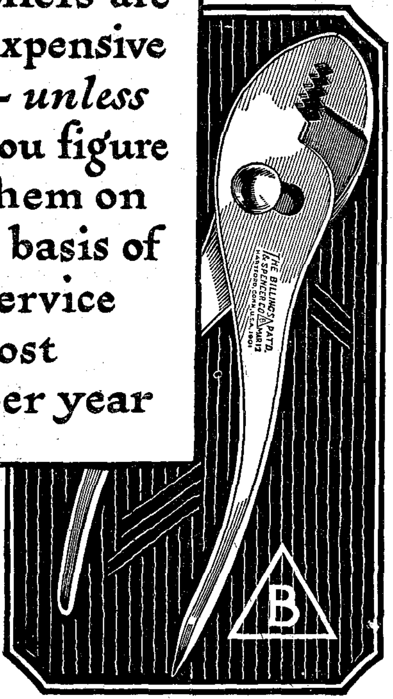
them on
a basis of
service
cost
per year



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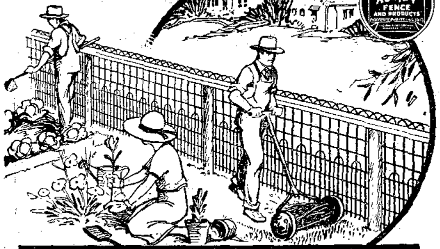


Cyclone Fence

CURRENT EVENTS
Continued

expenses in the War Department this year.

March 30.—The Senate ratifies the general Chinese treaty and the Chinese customs treaty, this action completing ratification of all the Conference agreements submitted by the President.

March 31.—The threatened coal miners' strike begins with the walkout of 600,000 men. Six thousand mines in 21 States are affected by the walkout.

Senator Calder, of New York, introduces a resolution demanding an investigation of the bituminous coal industry by the Federal Trade Commission.

James L. Wilmeth, Director of the Bureau of Engraving and Printing, and 32 other executives in the Bureau are removed "for the good of the service" by an executive order from President Harding.

The House of Representatives passes a bill to appropriate $17,000,000 to be used in providing additional hospital facilities for disabled war veterans.

The State Department sends formal notice of the ratification of the Conference treaties to the eight Powers which participated with the United States in the Washington Disarmament Conference.

The State Department receives a note from the French Government recognizing the American claim for $241,000,000, the cost of the American Army of Occupation.

April 1.—Two men are shot in Duquoin, Illinois, in disorders growing out of the coal strike.

April 3.—Two Army airplanes crash in a mimic battle above Houston, Texas, and Major John W. Simons, Jr., of Charleston, S. C., and Lieutenant Gerald H. Fitzpatrick, of Sacramento, Cal., are killed.

Five of the nine men held by the coroner's jury as responsible for the collapse of the Knickerbocker Theater in Washington on January 28, are indicted by a grand jury on a charge of manslaughter.

Not Particular.—HOUSEWIFE—"I'll not give you anything. Do you know who I am?"

TRAMP—"No, mum."

HOUSEWIFE—"Well, I'm a policeman's wife, and if my husband were here he would take you, and quickly, too."

TRAMP—"I believe yer, mum. Your husband 'ud take anybody."—*The Bulletin (Sydney).*

Repartee.—PROFESSOR (attempting to be witty in geometry class)—"And can any of you gentlemen tell me where has my polygon?"

WISECRACKER (in the rear)—"Up the geometree, sir."—*Tiger.*

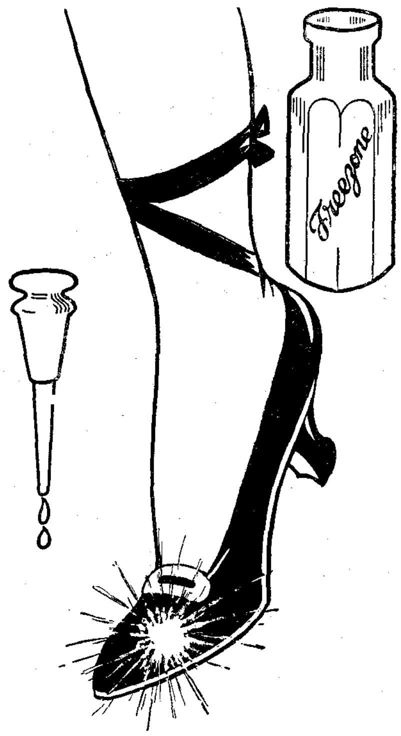
Frenzied Fans.—"She appears to be movie mad."

"No wonder. They've had to move seven times in the past year."—*Philadelphia Evening Bulletin.*

Its Use.—VISITOR (in editorial rooms)—"What do you use that blue pencil for?"

EDITOR—"Well, to make a long story short, it's to-er-make a long story short."—*Boston Transcript.*

Corns
Lift Right Off



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THE LEXICOGRAPHER'S EASY CHAIR

In this column, to decide questions concerning the current use of words, the Funk & Wagnalls New Standard Dictionary is consulted as arbiter.

Readers will please bear in mind that no notice will be taken of anonymous communications.

To Several Correspondents.—With reference to the definition of *botulism* given by the Lexicographer, the following definitions sustain that given by the Standard Dictionary:—"Poisoning caused by eating *decomposed* sausages. (L., *botulus*, sausage)":—

Dr. Thomas Lathrop Stedman, editor of "A Practical Medical Dictionary," published in 1920, under *botulism* says: "(Latin, *botulus*, sausage.) Allantiasis; poisoning by tainted sausage." Dr. Smith Ely Jelliffe and Dr. C. W. Latimer in Appleton's "Medical Dictionary" give: "*Botulism:* Poisoning from sausage or other meat, thought to be produced by the *Bacillus botulinus* (Lat., *botulus*, sausage.)."

"R. F. M.," Visalia, Calif.—"Kindly give me some facts about that immortal song 'Annie Laurie,' for I believe that she was not simply a myth but that a lady by that name did once live."

Annie Laurie, a Scottish song of the eighteenth century, was written by William Douglas of Fingland, Scotland, to Anne, daughter of Sir Robert Laurie, of the Maxwellton family, but Anne Laurie married a Mr. James Fergusson of Craigdarroch. The words of the song were set to music by Alicia Anne Spottiswoode who, in 1836, married Lord John Douglass Scott.

"A. J. R.," Omaha, Neb.—"How are the plurals of proper names formed? Is the plural of *Jones* written *Joneses?*"

The formation of the plurals of family names depends entirely on the name. Some plurals are formed by the addition of *s* or *es*, as *Jones*, *Joneses; Smith*, *Smiths; Eustis*, *Eustises*, etc.; others by changing y to ies, as *Ptolemy*, *Ptolemies; Henry*, *Henries*; *Montgomery*, *Montgomeries*, etc.

"I. H. B.," Oxford, N. C.—"Please define the word *moniker* for me."

The word *monniker* is slang for a person's name or signature. *Moniker* is another spelling of the same word.

"A. McC.," San Francisco, Calif.—"Kindly give me the correct pronunciation of the word *hacienda.*"

The word *hacienda* is pronounced *ha″si-en′da*—*a's* as in *artistic*, *i* as in *habit*, *e* as in *get;* or Spanish, *a″thi-en′da*—*a* as in *art*, *th* as in *thin*, *i* as in *police*, *e* as in *prey*, *a* as in *artistic.*

"A. T. B.," Shelton, Conn.—"Please give the meaning and pronunciation of the word *eleemosynary.*"

Eleemosynary, as an adjective, means "pertaining to charity or alms; existing for the relief of the poor; charitable; as, *eleemosynary* institutions; *eleemosynary* gifts." It means also, "aided by or dependent upon charity."

Eleemosynary, noun, is defined as:—"A beneficiary or recipient of charitable gifts."

The word is pronounced *el″i-i-mos′i-ne-ri*—*i's* as in *habit*, first *e* as in *get*, *o* as in *not*, second *e* as in *prey.*

"J. J. L.," Weehawken, N. J.—"Kindly give me the difference between the words *endeavor* and *exertion.*"

Endeavor, from the French *en*, in, and *devoir*, duty, is a calling forth or exercising of inherent powers, while an *effort* is the exertion of one power only. Dr. Fernald says: "*Effort* denotes the voluntary putting forth of power to attain or accomplish some specific thing; it reaches toward a definite end; *exertion* is a putting forth of power without special reference to an object. Every *effort* is an *exertion*, but not every *exertion* is an *effort*. . . . An *effort* is a single act, an *endeavor* a continued series of acts; an *endeavor* is sustained and enduring, and may be lifelong."—*English Synonyms, Antonyms and Prepositions.*

"J. D. F.," Abbeville, S. C.—The word *moron* is derived from the Greek *moros*, stupid.

"A. E. O.," Norris, Mont.—"Please tell me how to pronounce the words *humidor* and *loge* (a seat in a theater)."

The word *humidor* is pronounced *hiu′mi-dor*—*iu* as *eu* in *feud*, *i* as in *habit*, *o* as in *nor;* the word *loge*, *loj*—*o* as in *go.*

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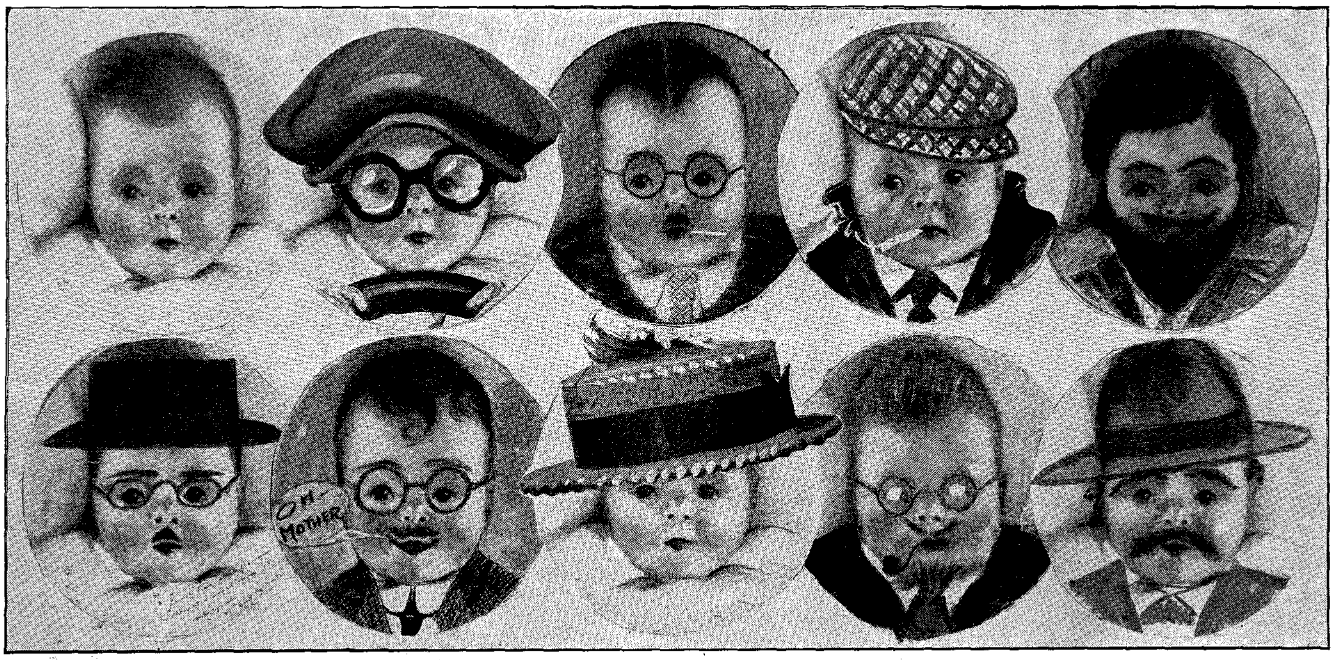

WHEN THE BABY OF *THE DIGEST* COVER GREW UP.

In the upper left-hand corner is a copy of the baby picture which appeared on the cover of the March 18 issue of THE DIGEST. It had the strange effect of starting the pencils going in all parts of the country and the other pictures represent the ideas of various subscribers of what the baby may look like a few years from now. In all of the designs the original baby head, it will be noticed, has been cleverly utilized to produce different effects. Nothing said or pictured here, of course, is intended to encourage aspiring young artists to start a contest in caricaturing DIGEST covers!

Preparedness.—"Can you fight?"

"No!"

"Come on then, you scoundrel!"—*Kasper* (*Stockholm*).

One Editor Owns Up.—Don't forget that the advertisements often contain the most important news in the paper. *The Paonian* (*Paonia, Colo.*).

Seeing Things.—Some one in America claims to have seen a blue caterpillar. There are bound to be these troubles so long as prohibition drives people to home-made whisky.—*London Opinion.*

Both in the Swim.—"My daughter sprang from a line of peers," said the ardent father.

"Well," said her feller, "I jumped off a dock once myself."—*The Naval Monthly.*

Years of Discretion.—" I asked you to send me young lettuce."

" Yes, ma'am. Wasn't it young you got? "

" Young? It's almost old enough to wash and dress itself."—*Boston Transcript.*

Mixed Feet.

A tree toad loved a she toad
  That lived in a tree;
She was a 3-toed tree toad,
  But a 2-toed tree toad was he,
The 2-toed tree toad tried to win
  The she toad's friendly nod;
For the 2-toed tree toad loved the ground
  That the 3-toed tree toad trod;
But vainly the 2-toed tree toad tried—
  He couldn't please her whim;
In her tree toad bower, with her V-toe
    power,
  The she toad vetoed him.
        —*The Van Raalte Vanguard.*

Why Not?—The name of the Los Angeles suburb where the film stars star is Hollywood. It is not yet intended to alter it to Alcohollywood.—*London Opinion.*

Two Definitions.—Optimist: Sick man learning to play a harp.

Pessimist: Sick man learning to shovel coal.—*N. E. A. Service* (*Cleveland*).

No Comeback.—Carpentier is said to have taken to writing poetry. That's the best of being a heavy-weight boxer—you can do practically what you like, with impunity.—*London Opinion.*

We Take Ours Plain.—Americans are angry because their Ambassador attended the Royal wedding in court dress. They are so truly refined that they can not understand our preference for breeches of decorum.—*London Opinion.*

No Return Trip.—Sending out a show by wireless has this advantage: If it gets stranded the actors don't have to walk a thousand miles to get back to New York. —*Charleston News and Courier.*

When One Claim Adjuster Fainted.—Out in Wyoming a train ran over the cow of a Swede farmer named Ole Oleson. The claim adjuster went out to the home of Ole to adjust the claim likely to be made by Ole for the loss of his cow.

"Well, Mr. Oleson," said the claim adjuster, "I came out to see you about your cow being killed on our track. What are you expecting to do about it?"

"Vell," said Ole stolidly, "I ban a poor man, an' I can not do much because I ban so poor, but I will try to pay you five dollars."—*Judge.*

No Chance.—"What were your father's last words?"

"Father had no last words. Mother was with him to the end."—*Wag Jag.*

Keeping Them In. — DOORKEEPER (to late-comer at village concert)—"No, madam, I dare not open the door during the singing. Half the audience would rush out!"—*London Opinion.*

Agreeable.—"If I lend you ten dollars, what security will you be able to give me?"

"The word of an honest man."

"All right, bring him along, and I'll see what I can do for you."—*Banther.*

The Helpful Recruit.—"You told me to file these letters, sir," said the new yeoman.

"Yes," returned the officer.

"Well, I was just thinkin' that it'd be easier to trim 'em with a pair of scissors."—*Mississippi Bulletin.*

Wifie to the Rescue.—YOUNG DOCTOR—"My Jove! Mary, this sitting around waiting for a practise is getting on my nerves."

DOCTOR'S WIFE—"Couldn't we invite the neighbors to dinner and give them something that would disagree with them?"—*London Opinion.*

Competitors.—Two little English girls were quarreling over the success of their fathers.

"My father can preach better than yours because he is a bishop," said the first.

The second little girl could not answer her back, but she suddenly recovered and said: "Well, anyhow, we've got a hen in our yard which lays an egg every day."

"That's nothing," said the bishop's daughter; "my father lays a corner-stone every week."—*The Van Raalte Vanguard.*